

FIG. 1A

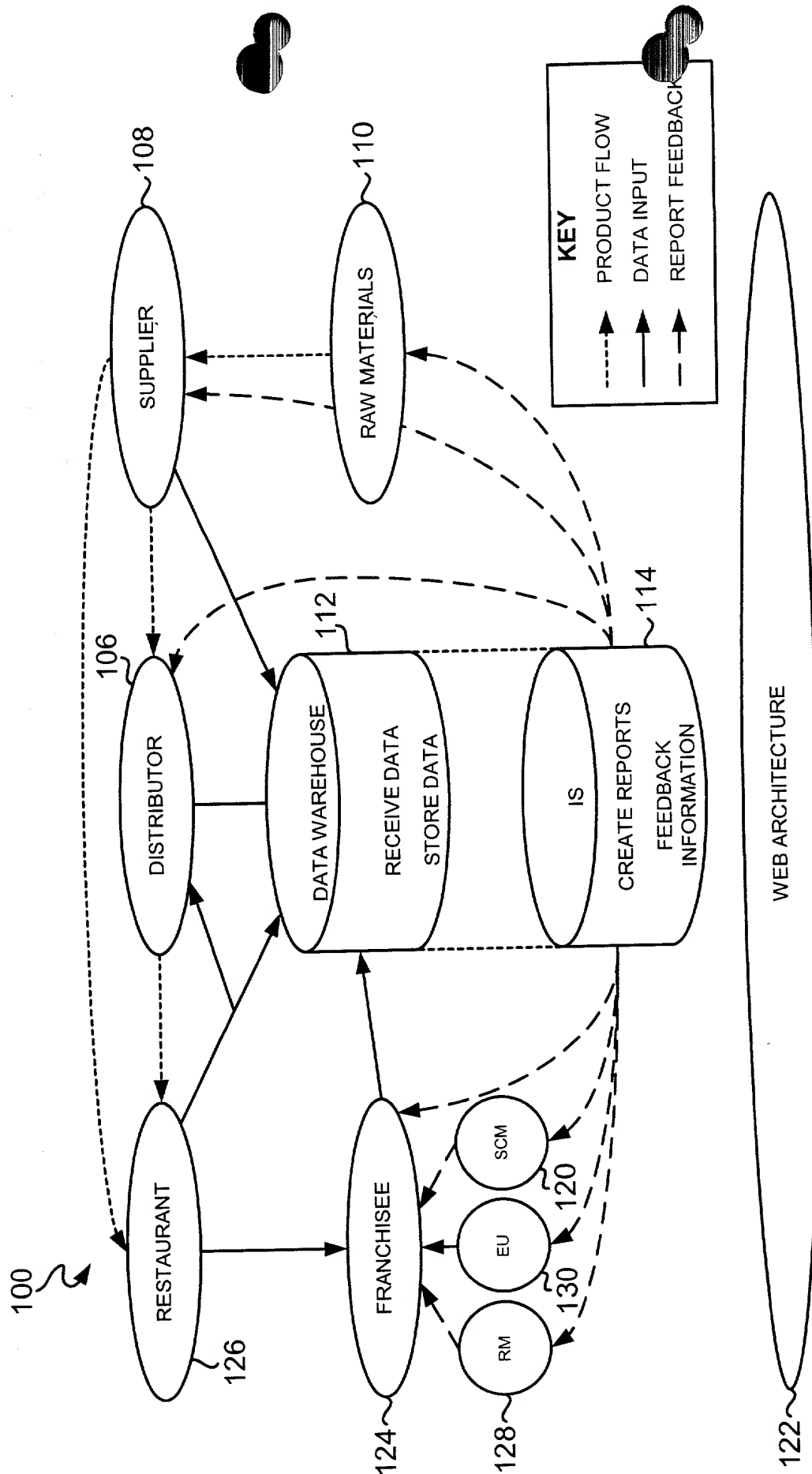
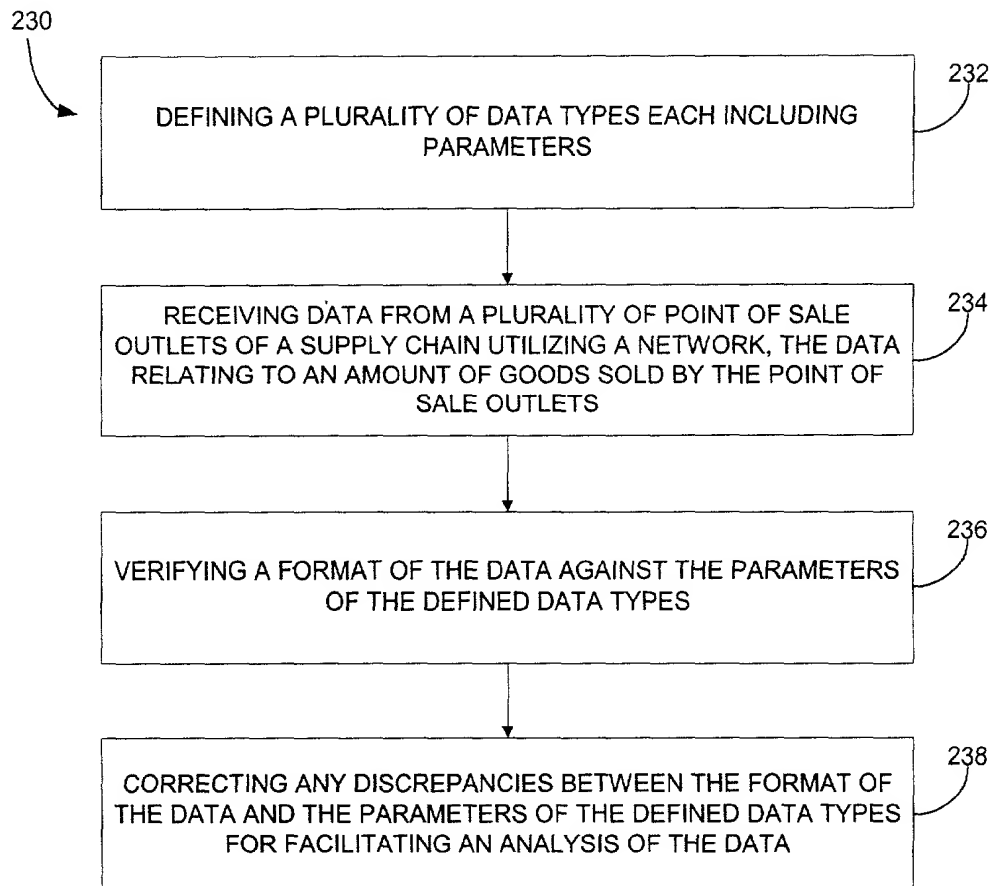
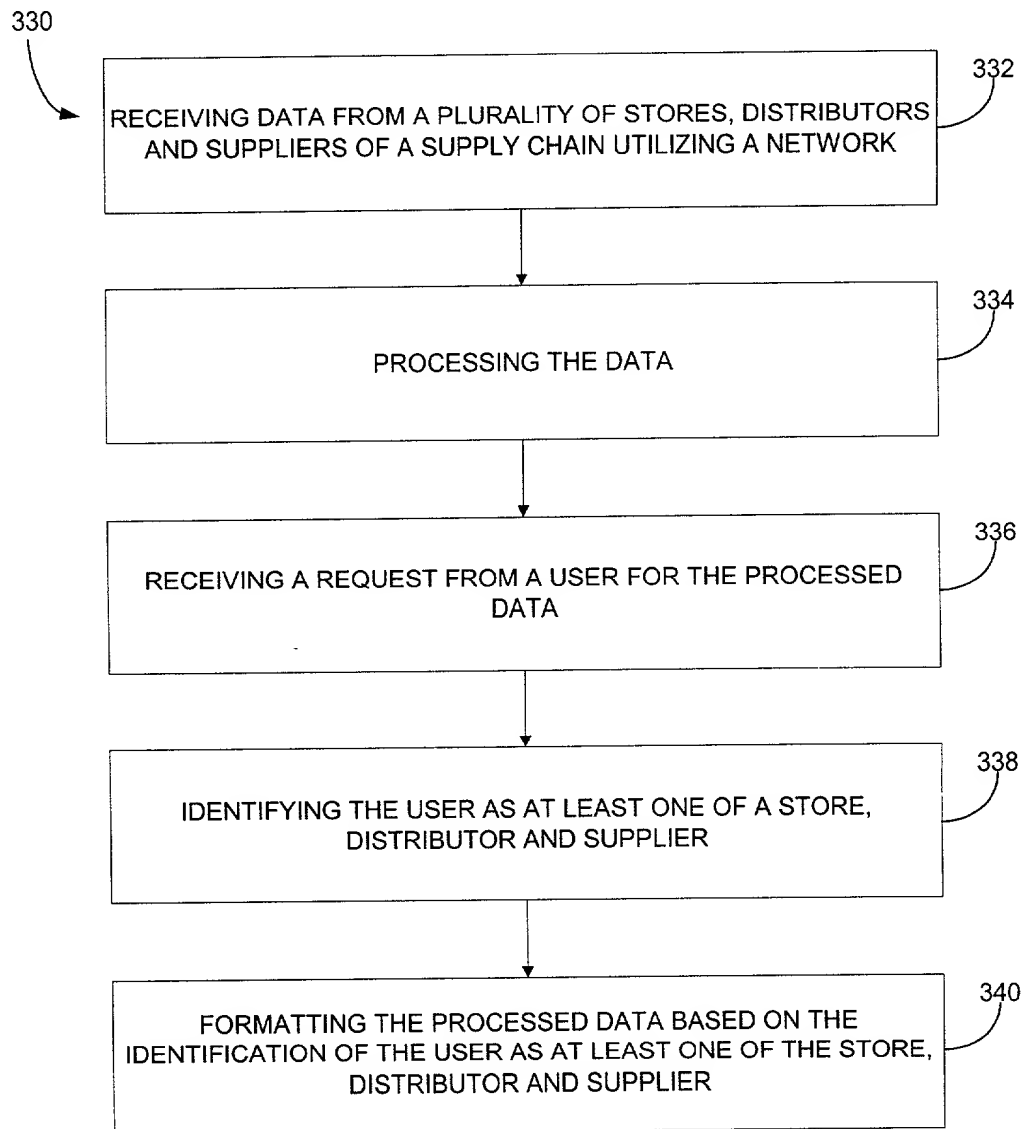


FIG. 1B



**FIG. 2**



**FIG. 3**



400

410

406

402

404

408

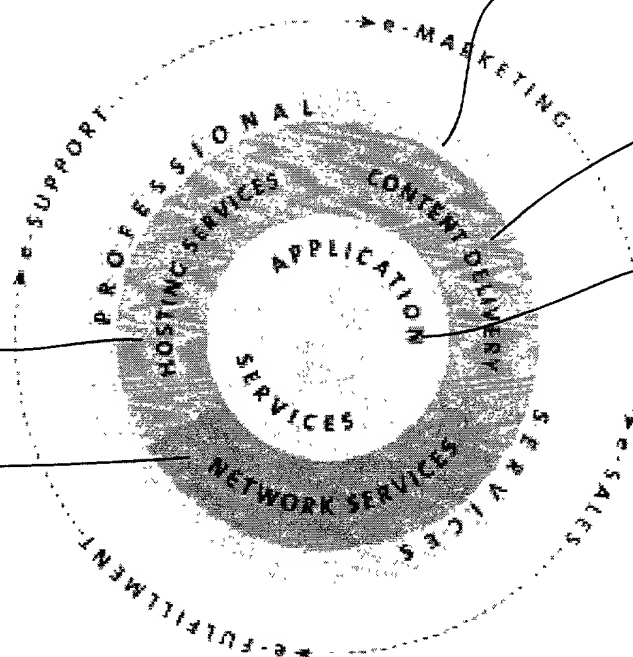
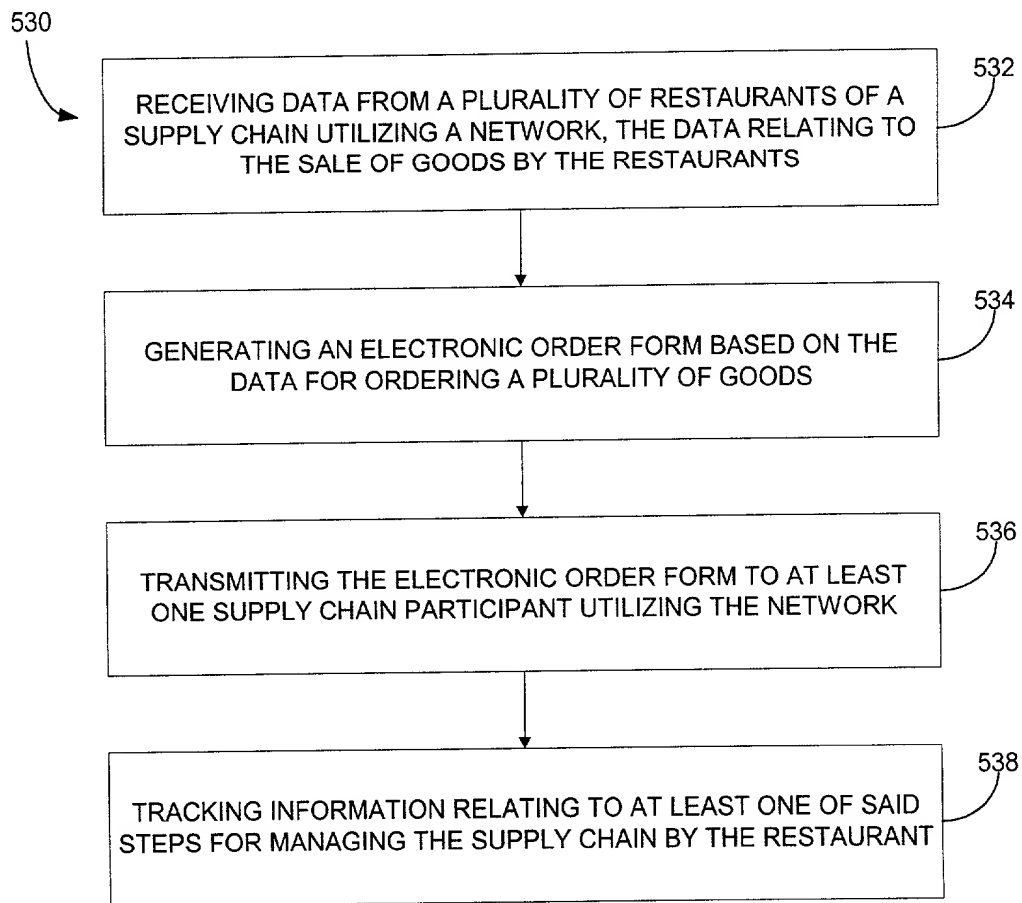
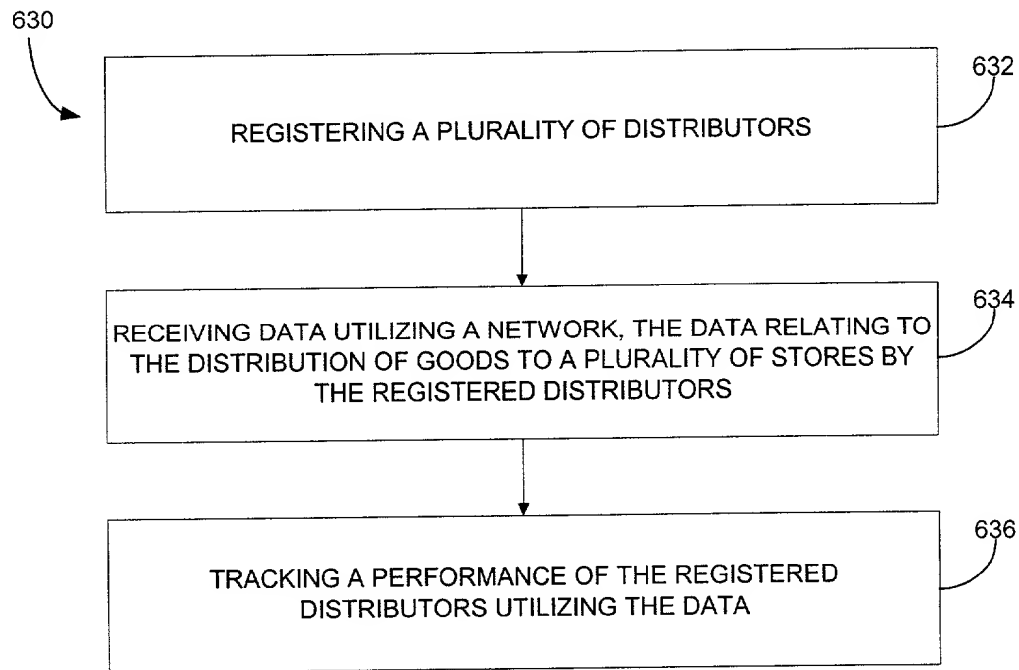


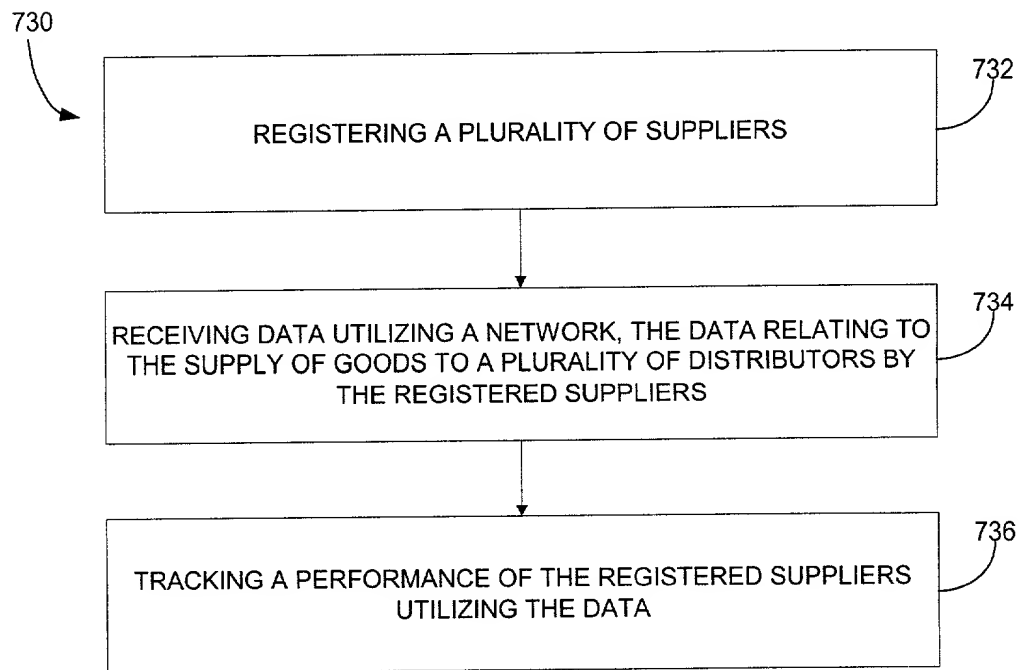
Fig. 4



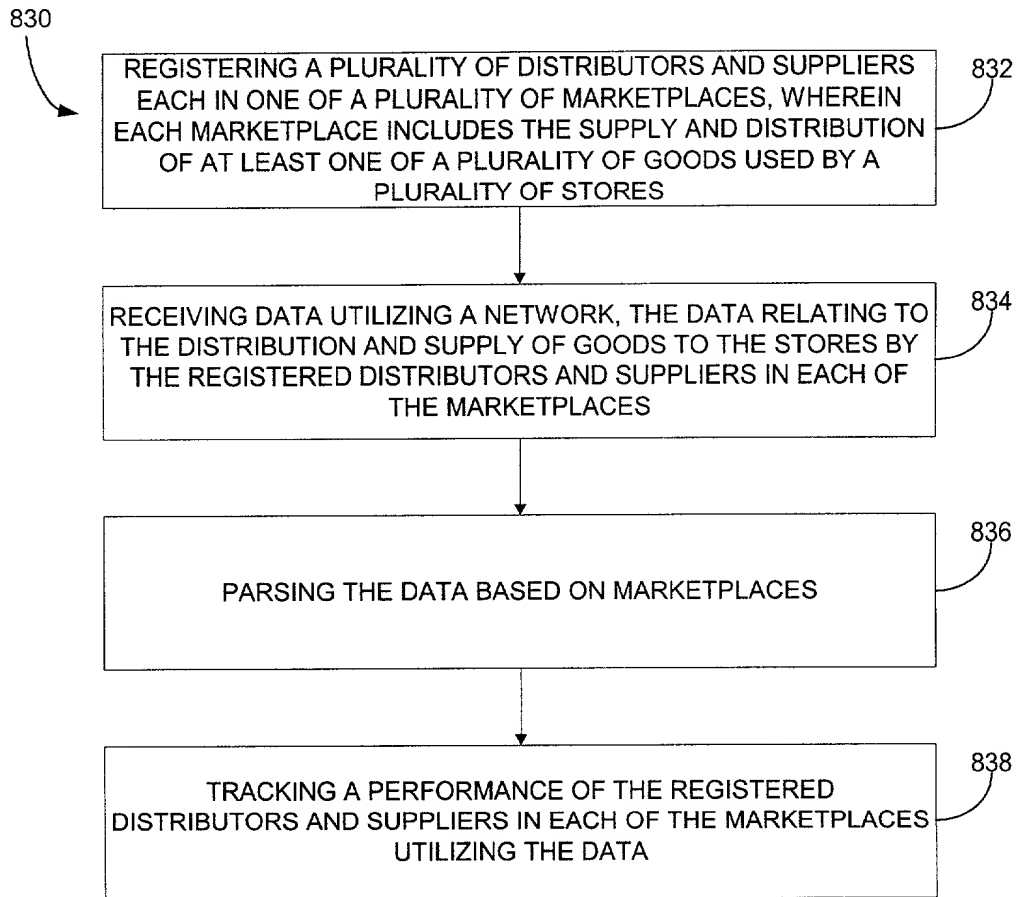
**FIG. 5**



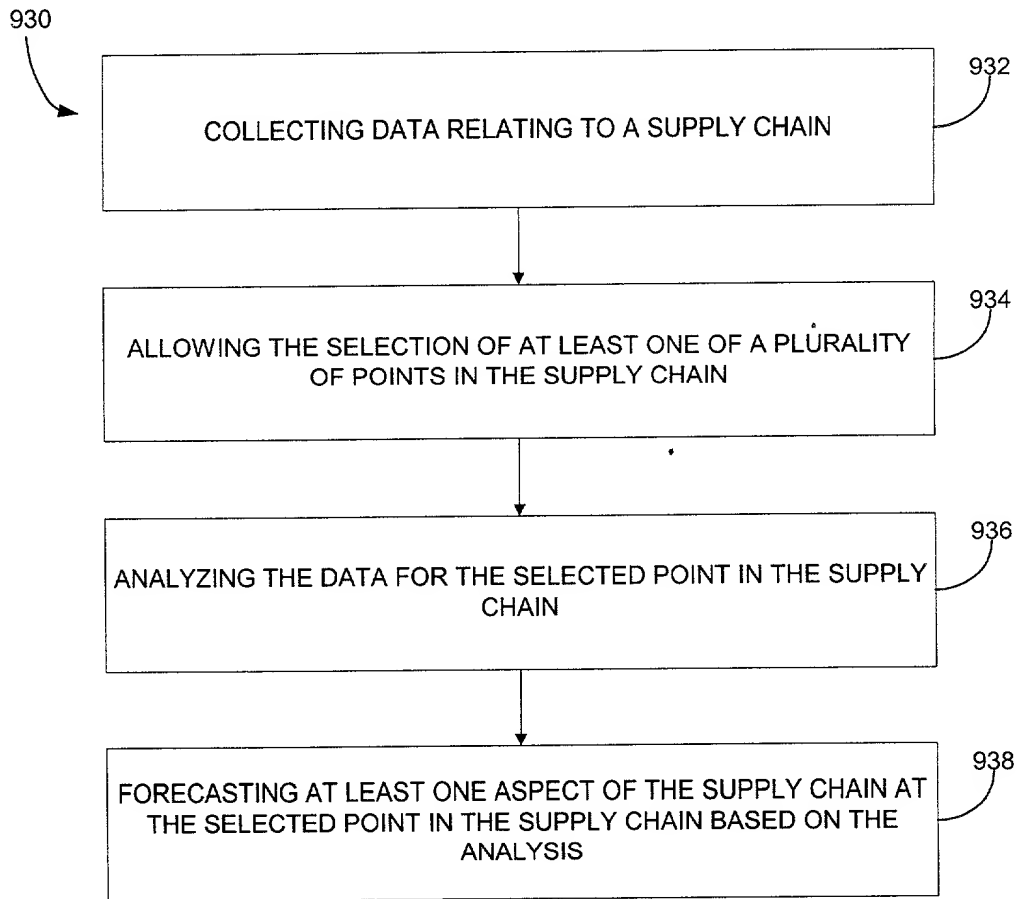
**FIG. 6**



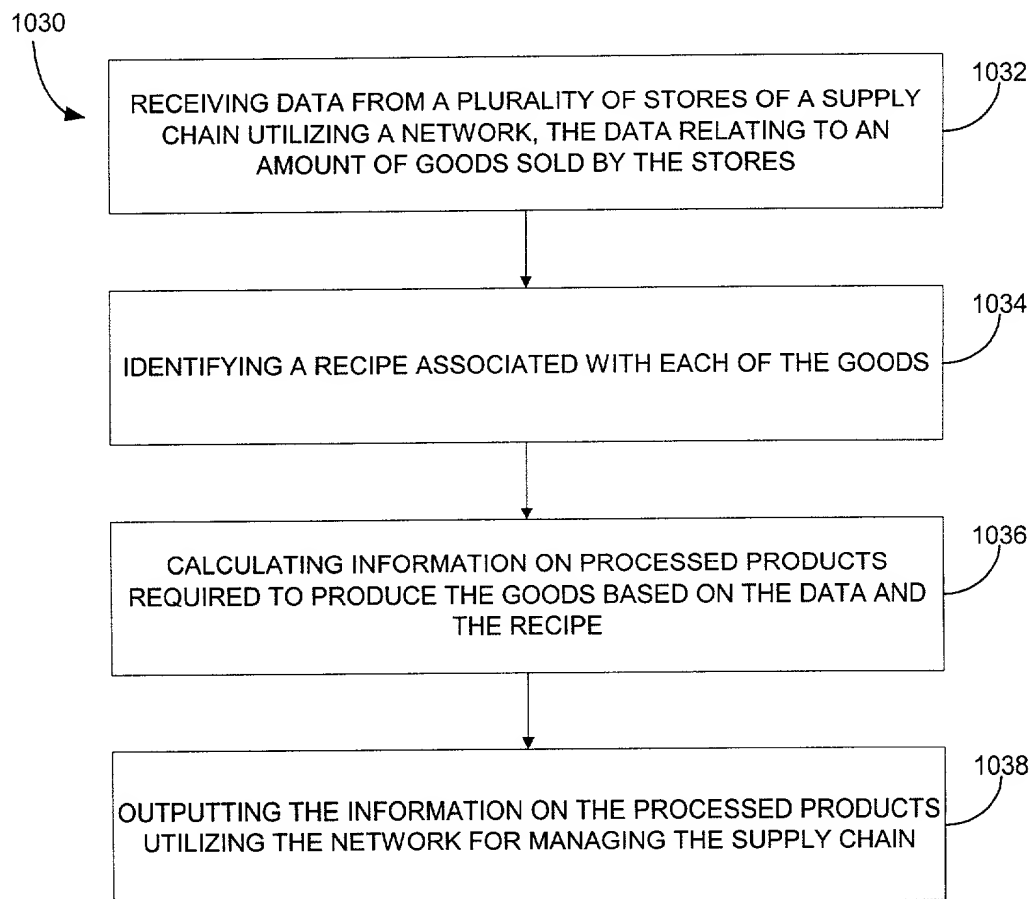
**FIG. 7**



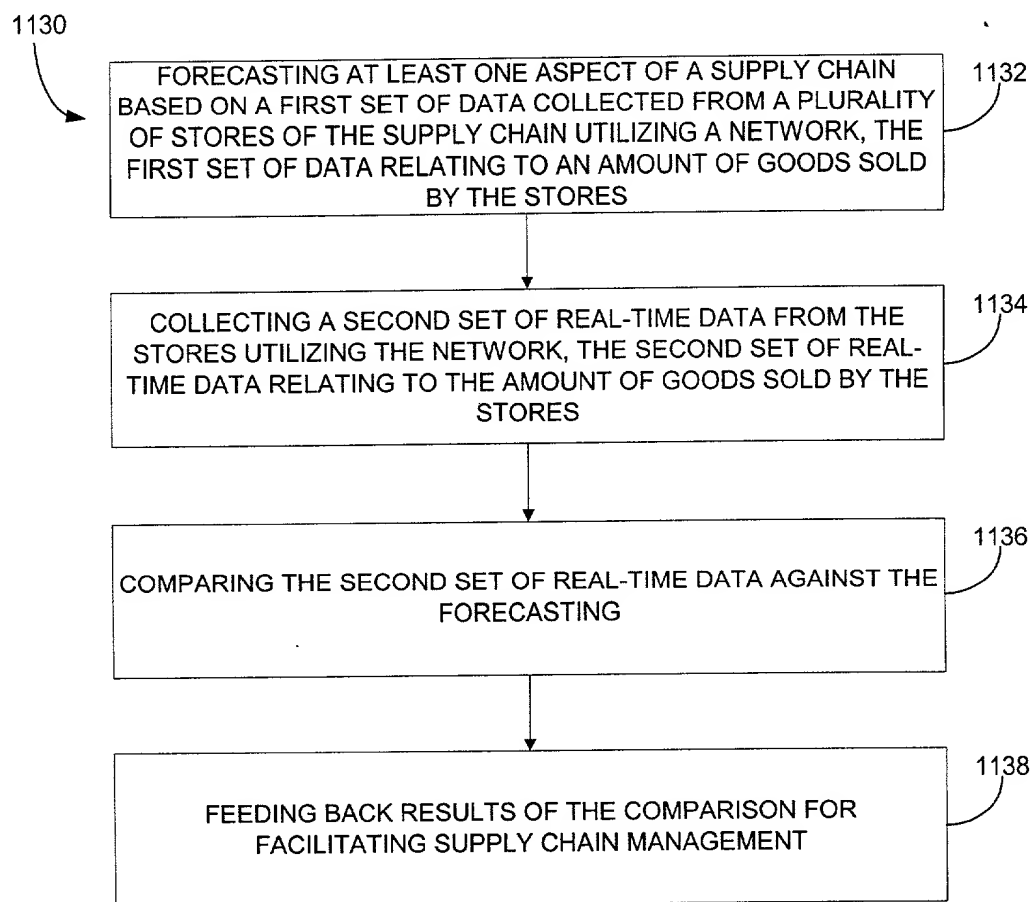
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**



1202

1200

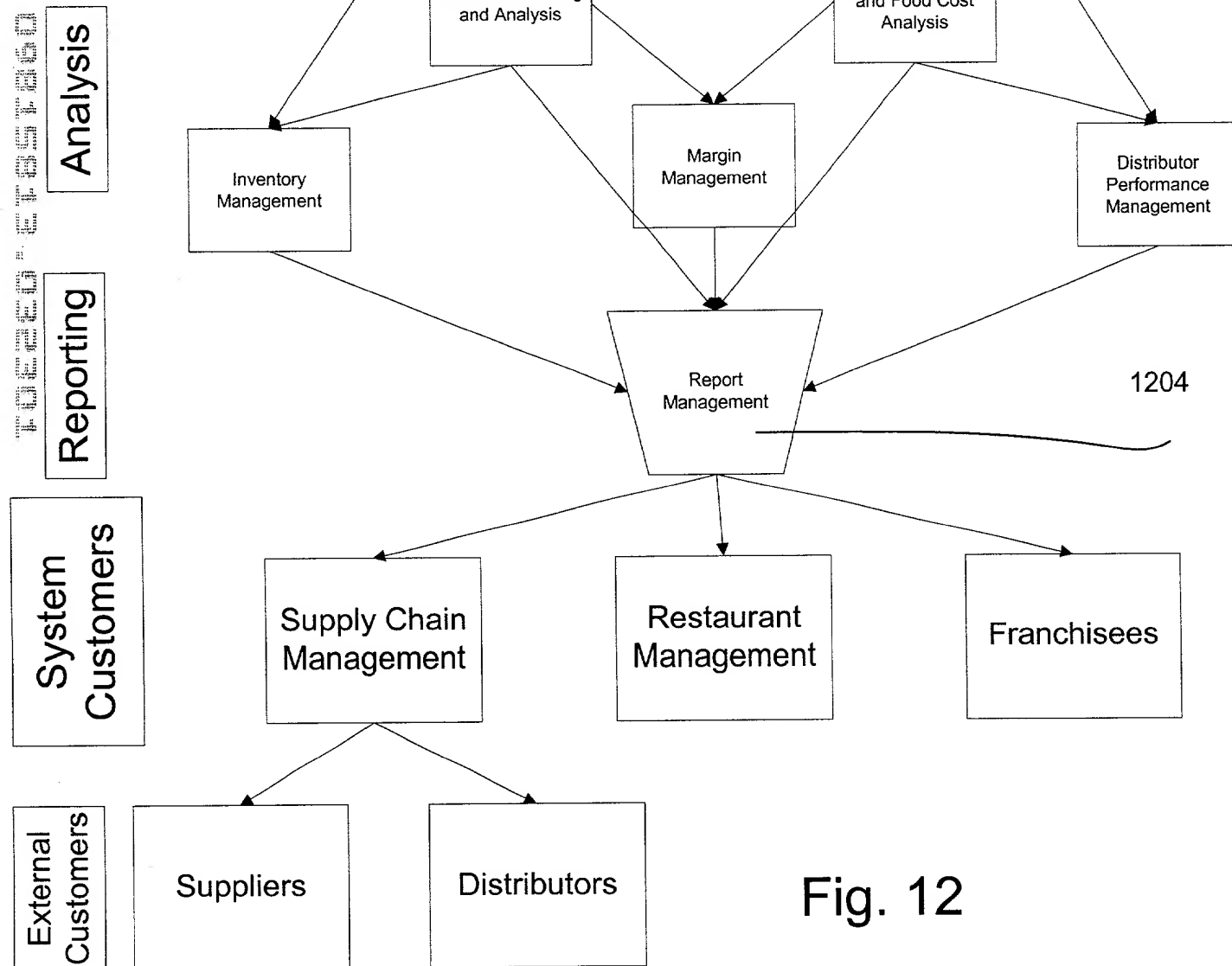
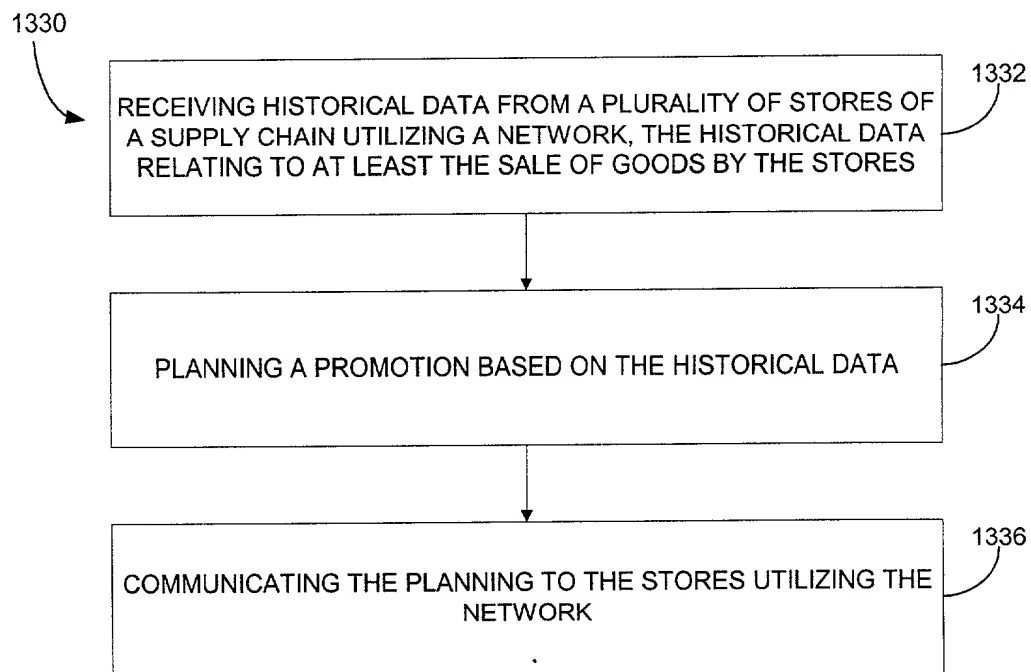
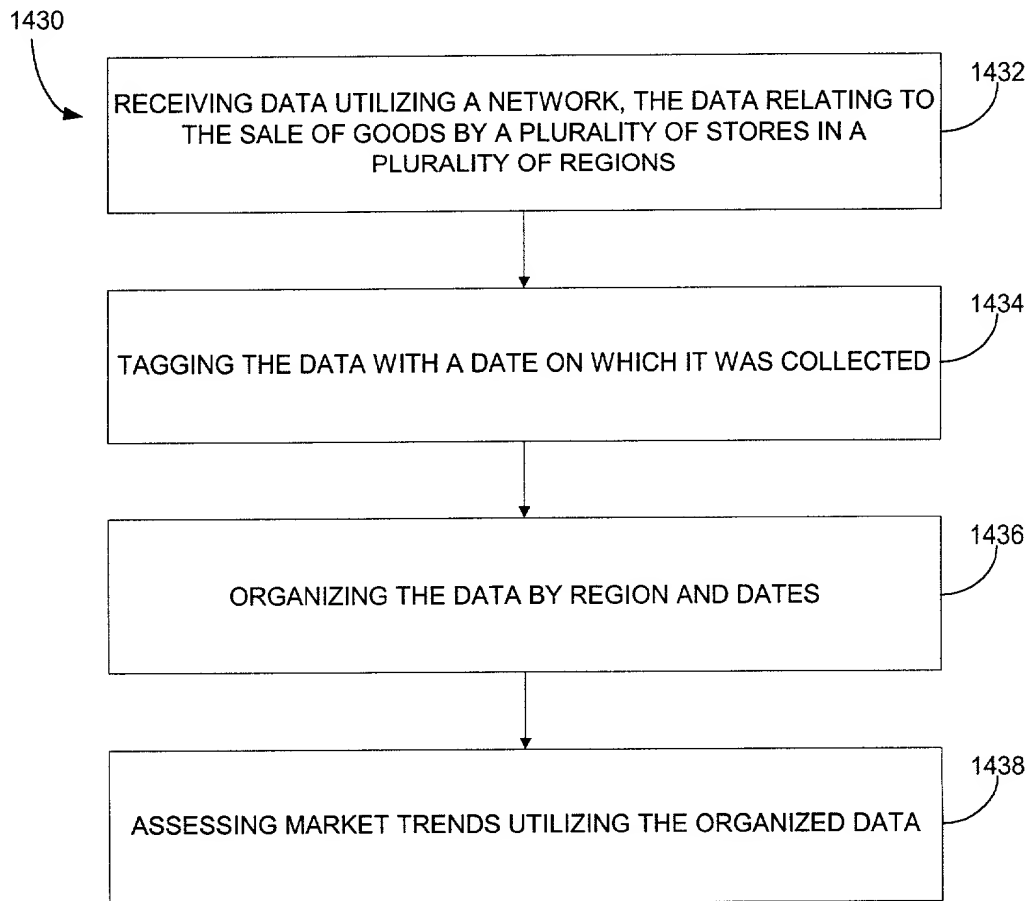


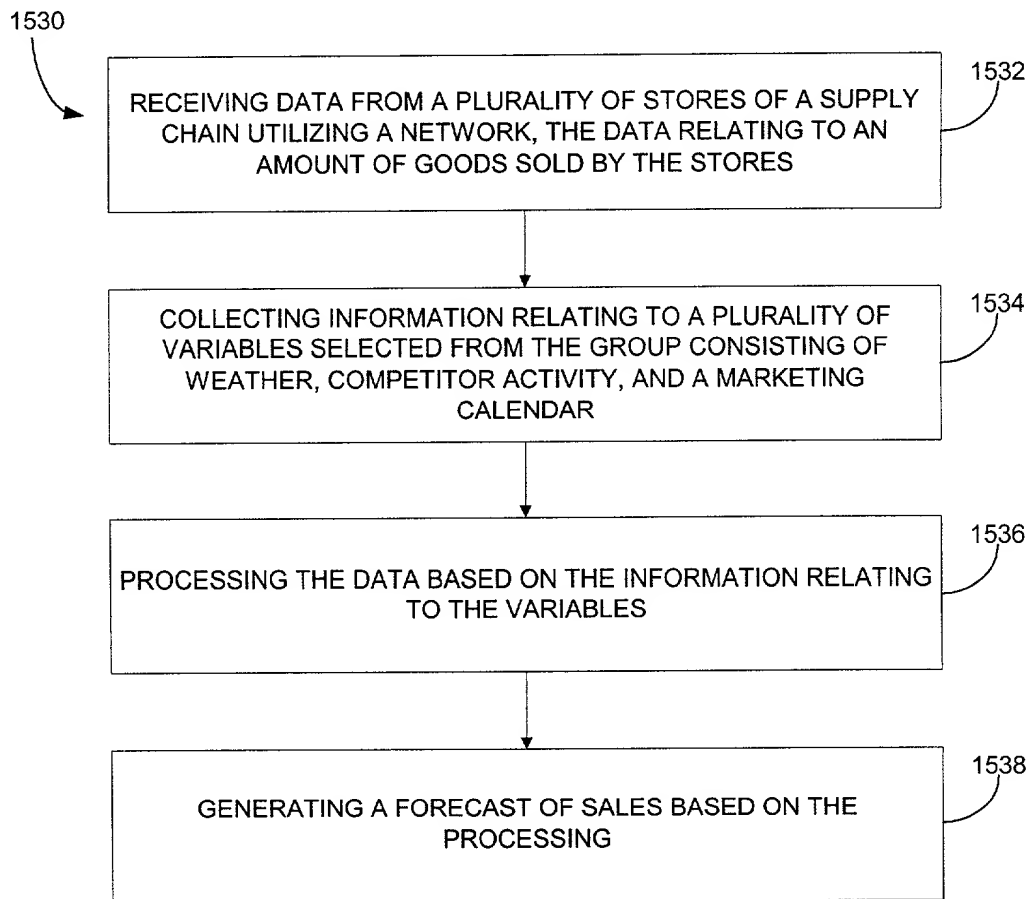
Fig. 12



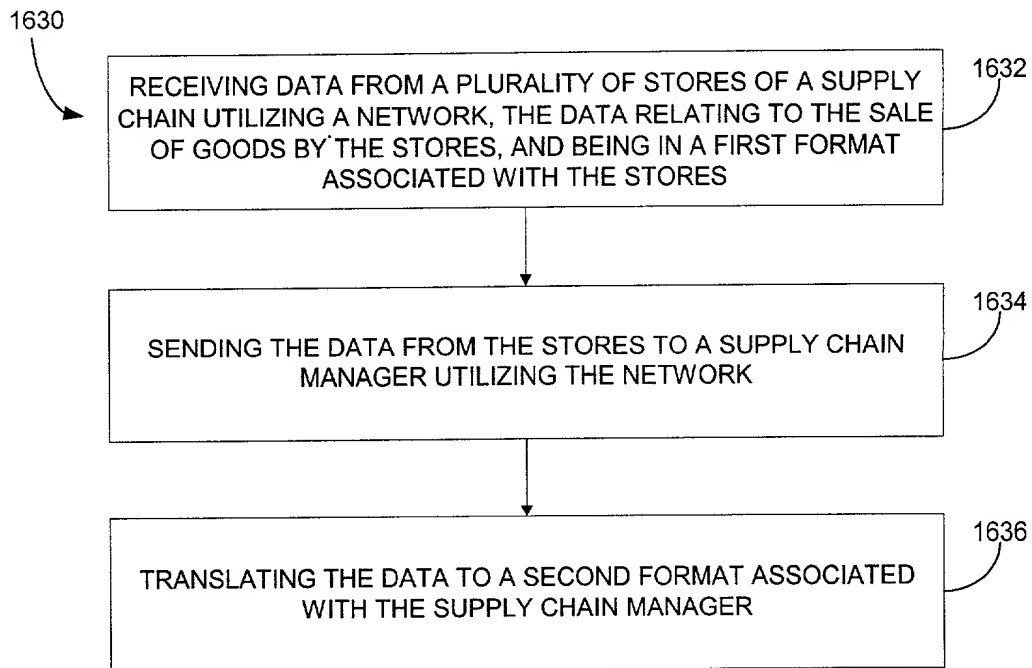
**FIG. 13**



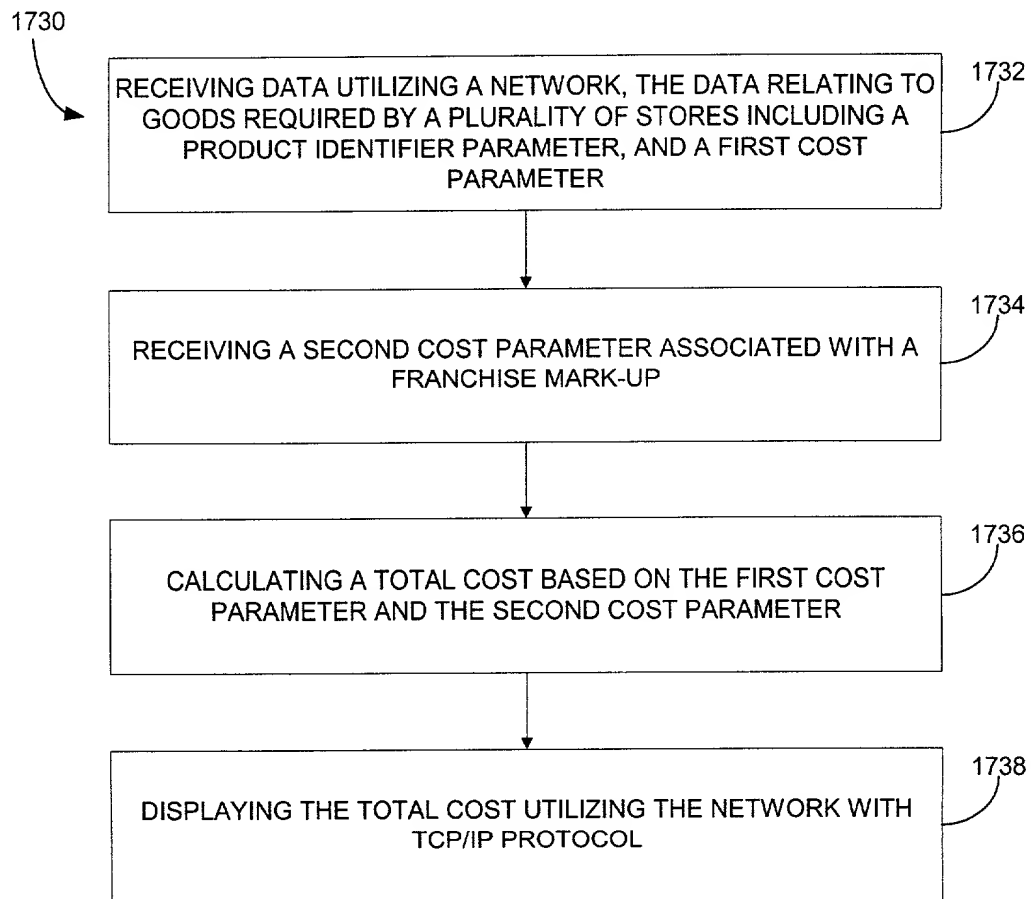
**FIG. 14**



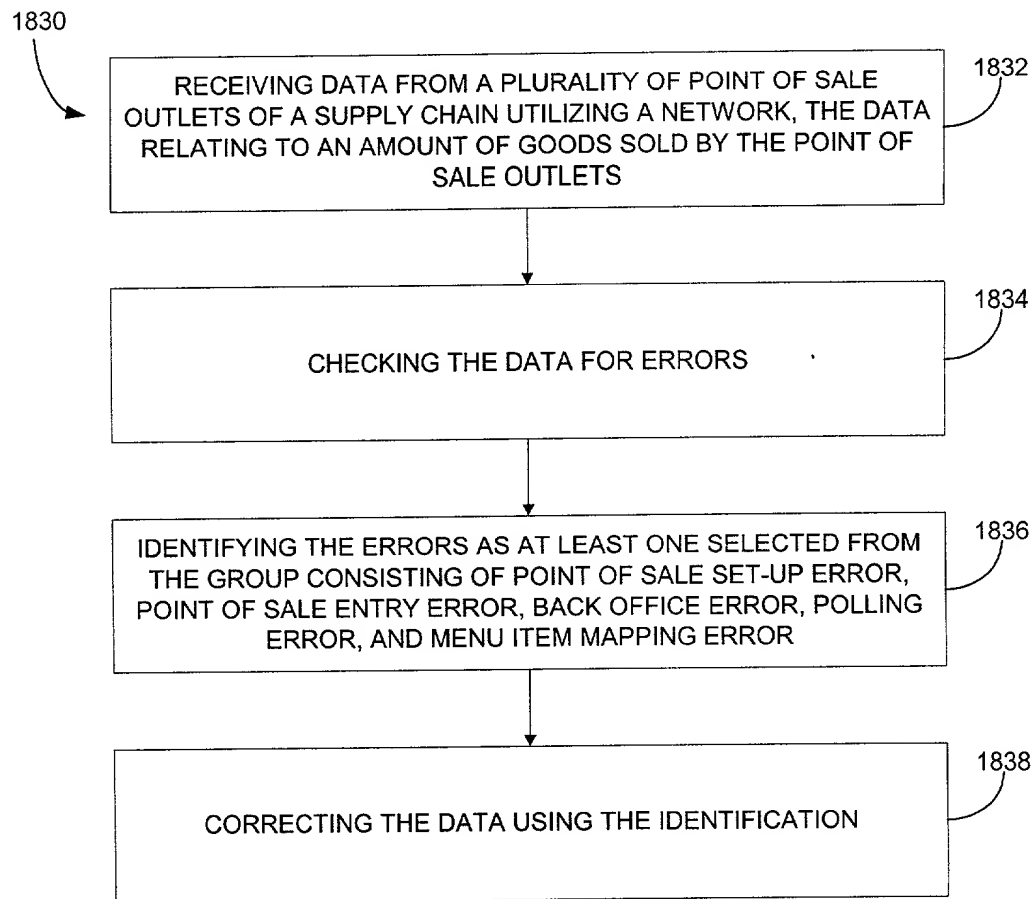
**FIG. 15**



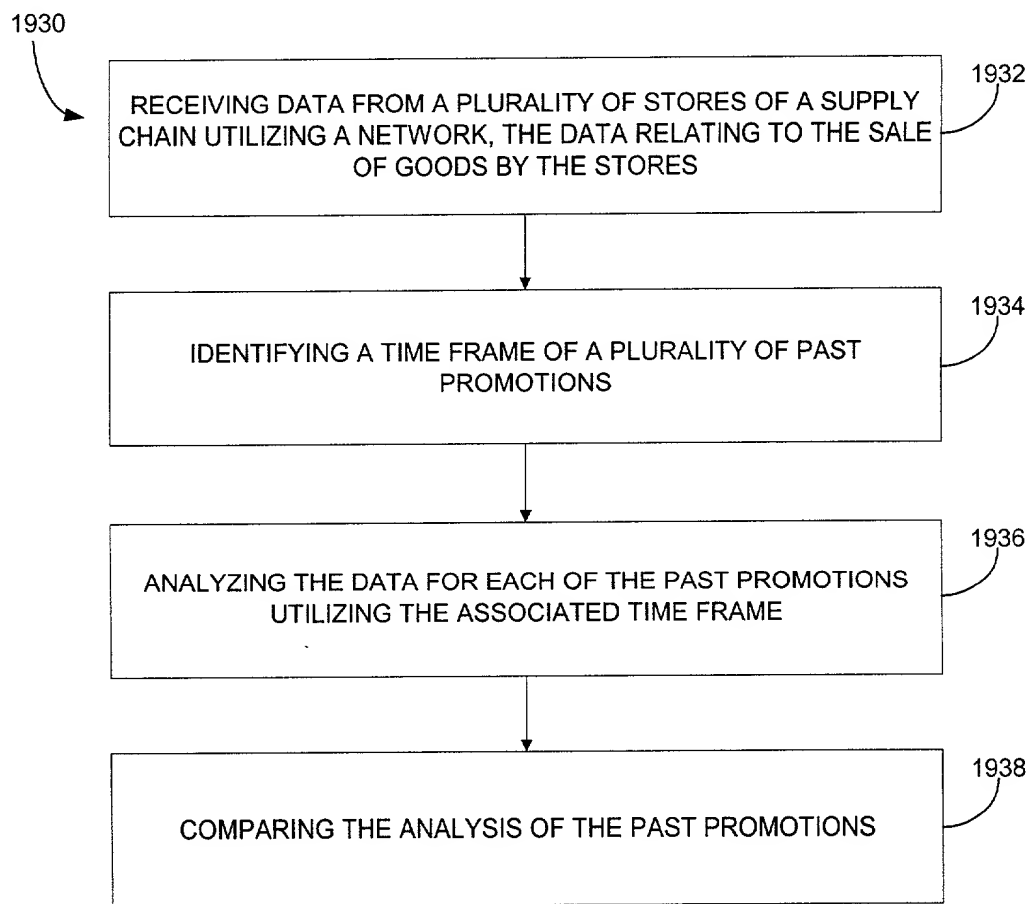
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**



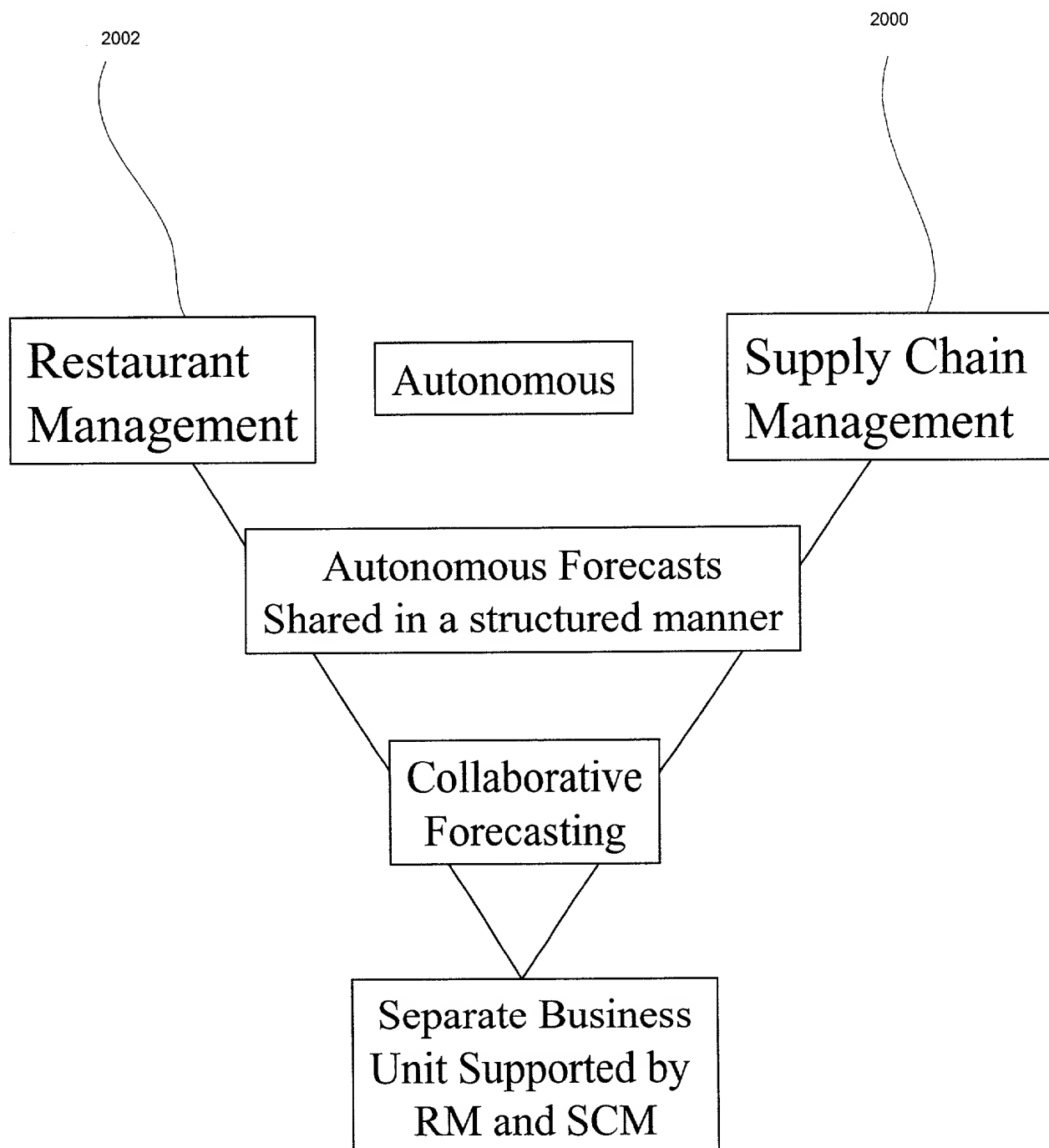


Fig. 20

2102 2104

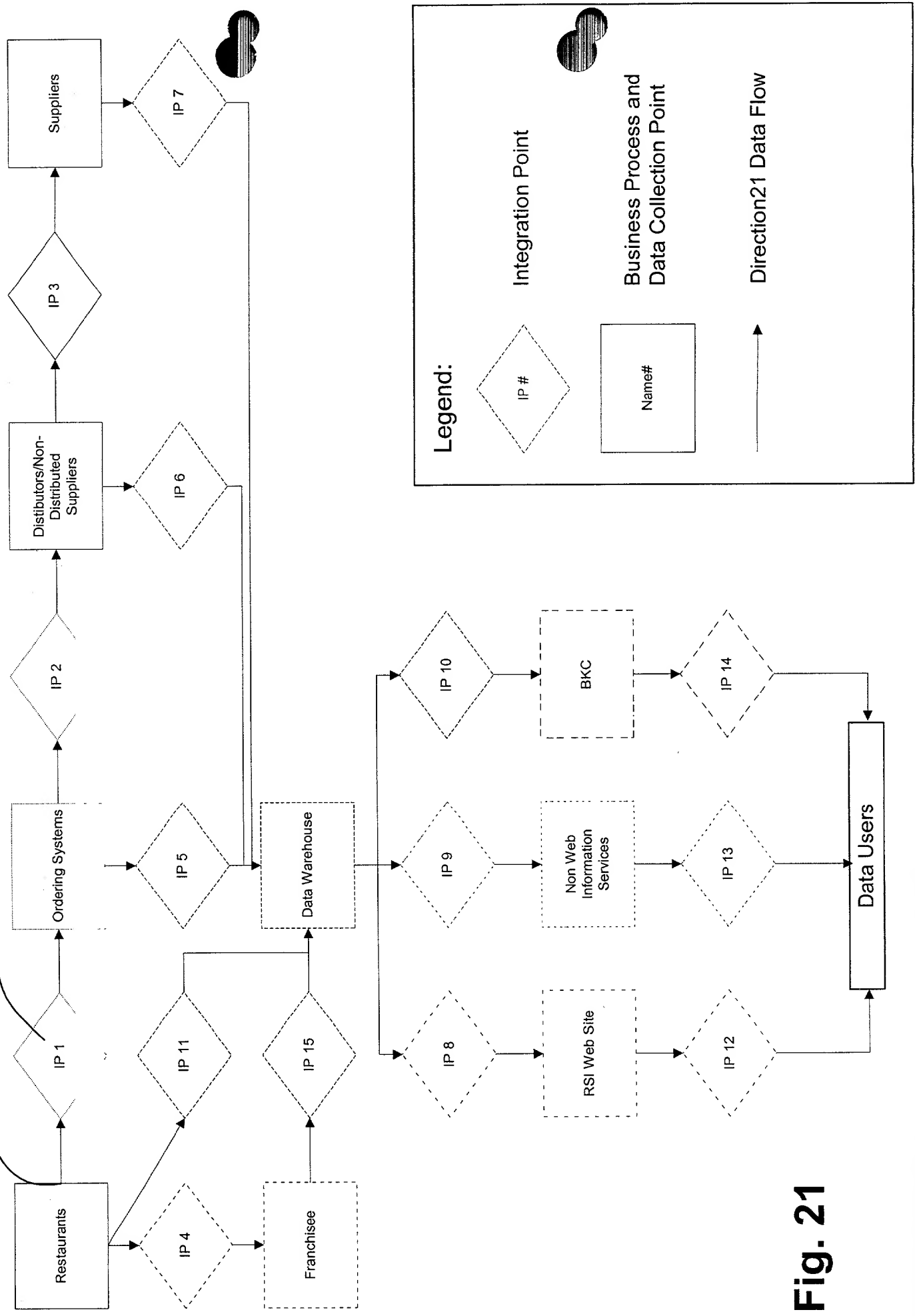


Fig. 21

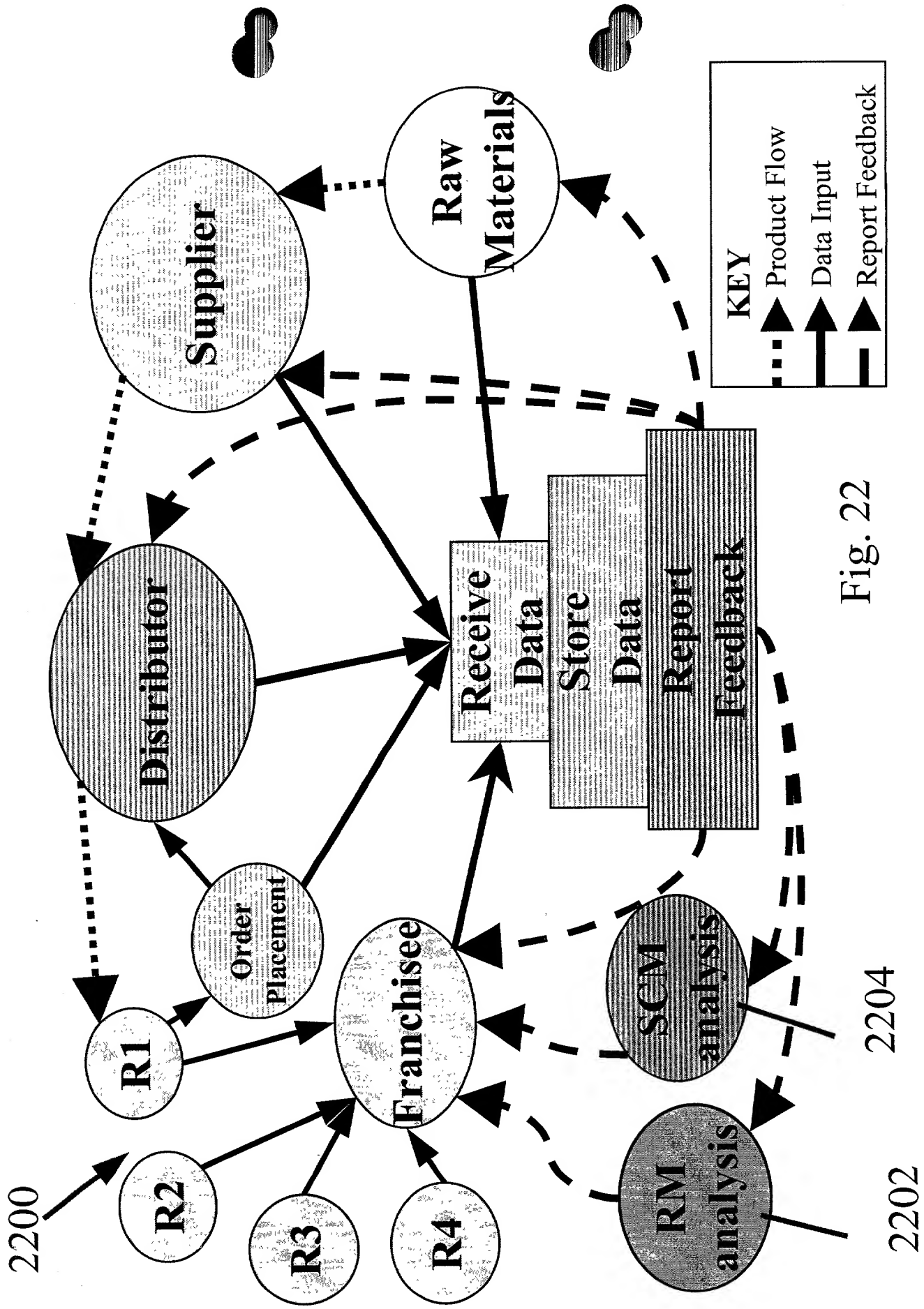
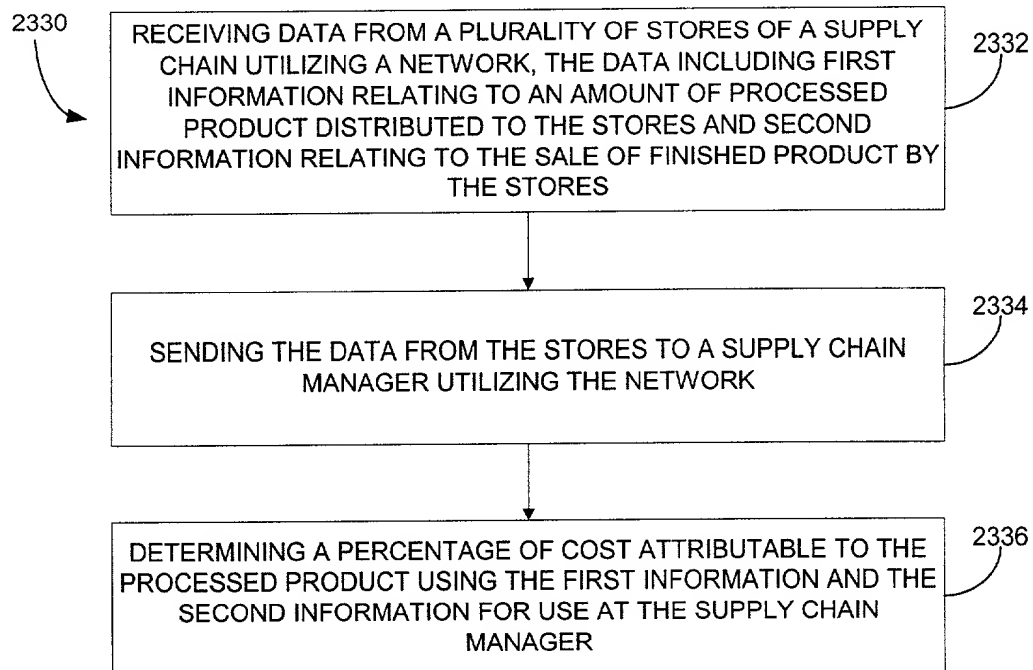


Fig. 22



**FIG. 23**

FIG. 24

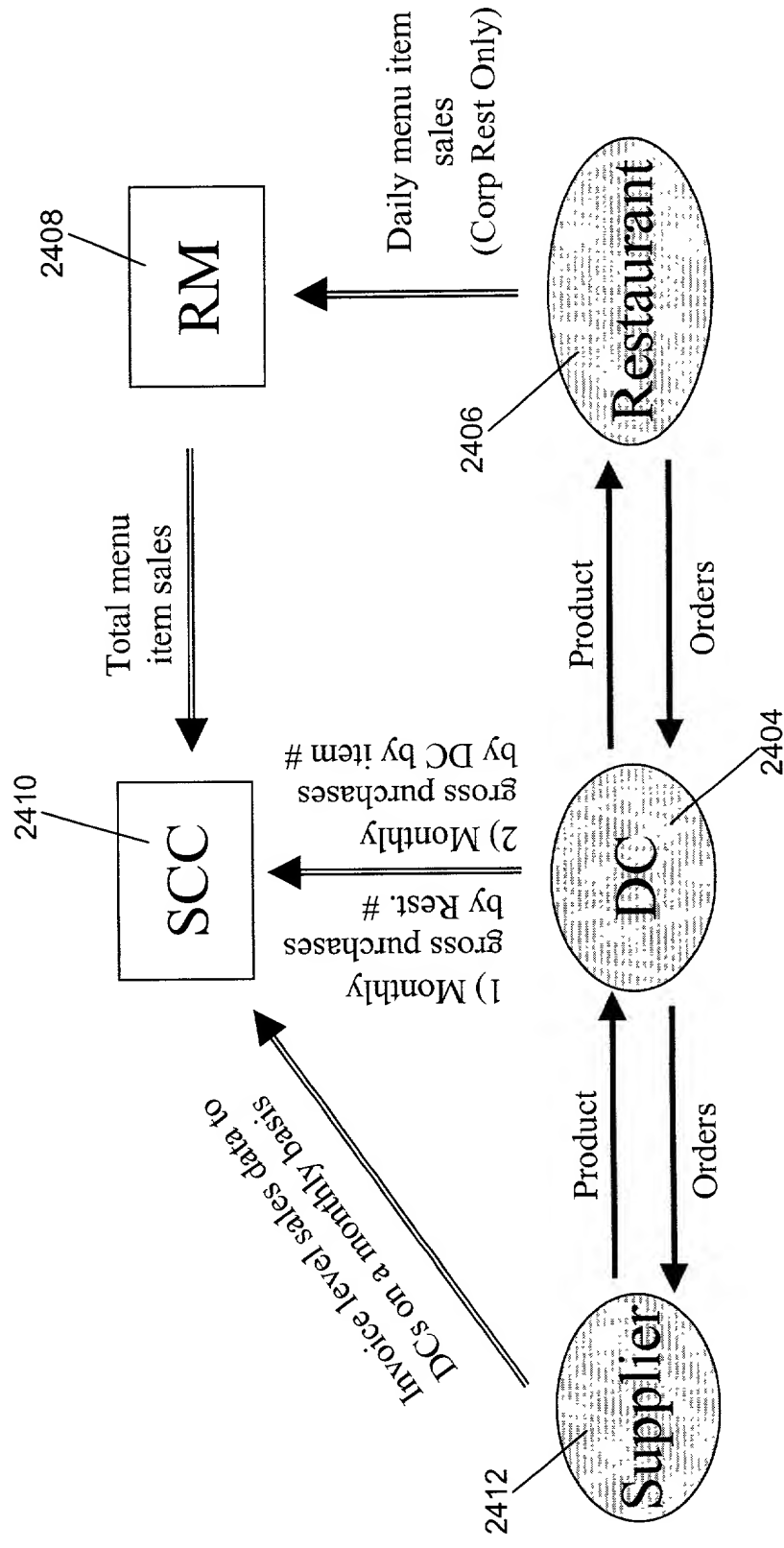
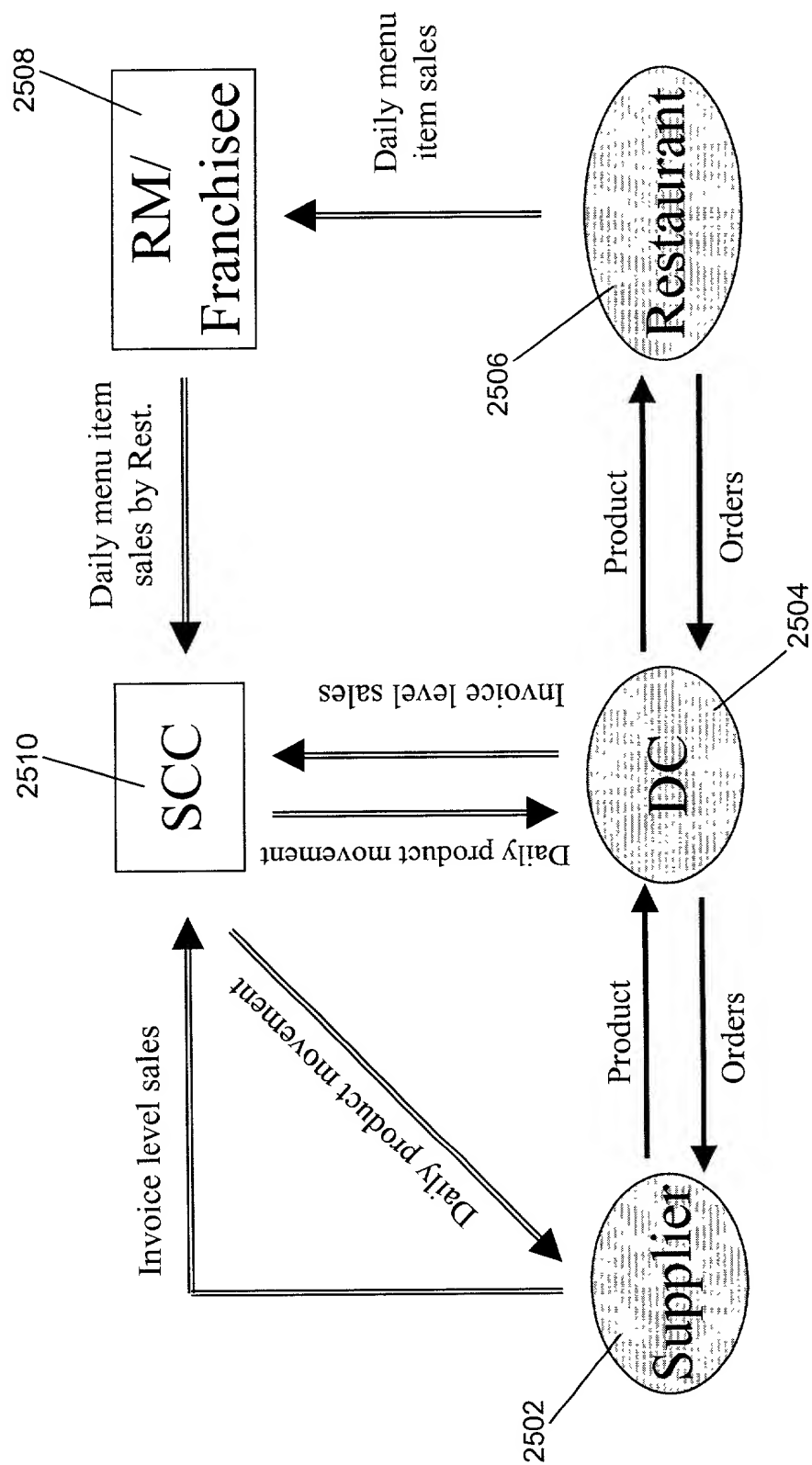


FIG. 25



**FIG. 26**

etc.

FIG. 27

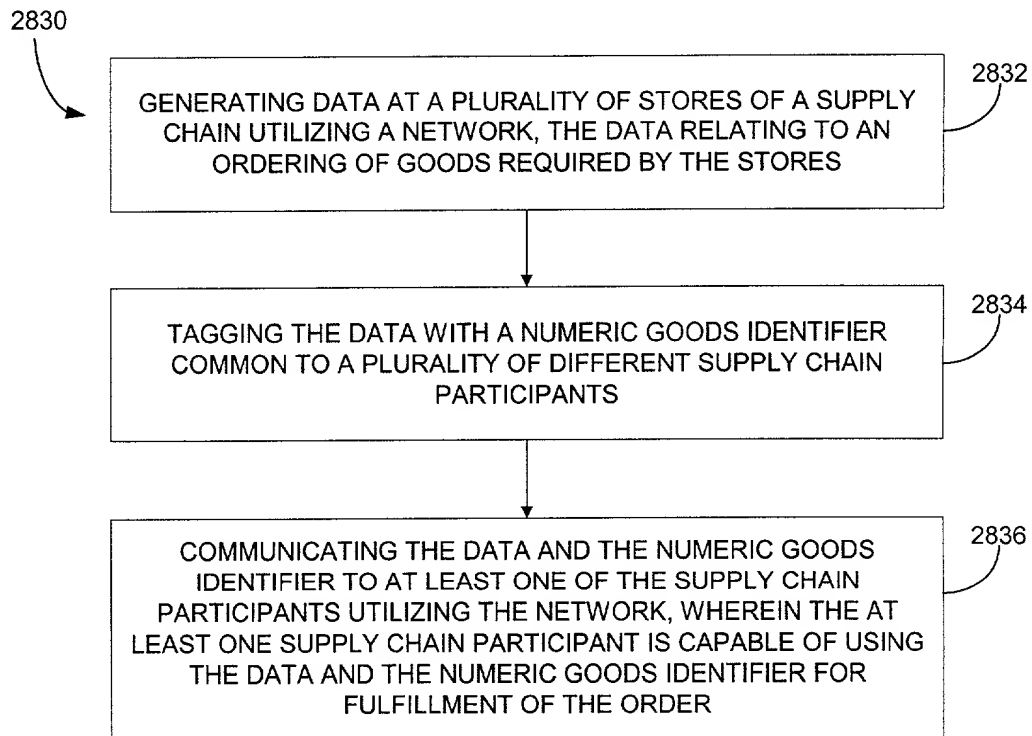
2700

Promotional Monitor - System & Regional

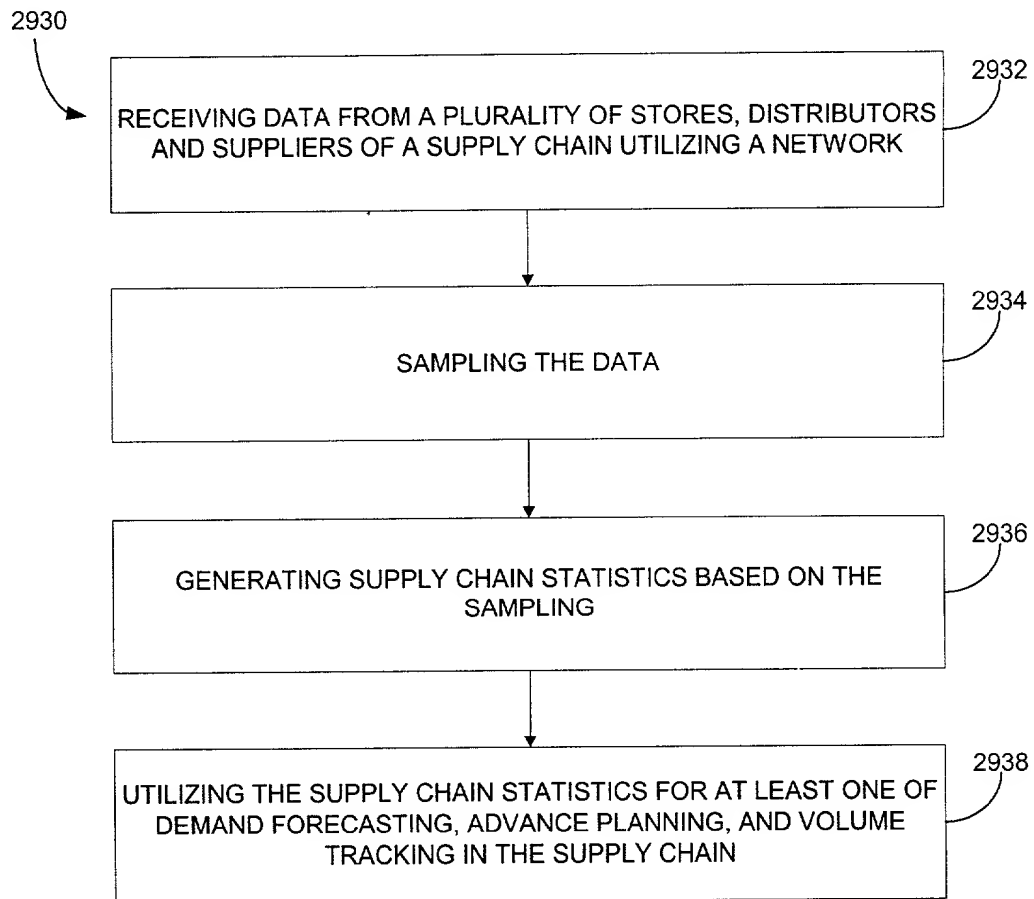
|  |                   | History  |          |          |          |         | Week #1 |         |         |         |         |         |          |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
|  |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+6     | D+7     | Total    |
| Total Sales(\$/Store)  |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week)                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Category   | Segment           |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60      | 46      | 286      |
|  | WHOPPERS W/CHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35      | 26      | 165      |
|  | YWWM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180     | 137     | 857      |
| Whopper Total  |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275     | 209     | 1,309    |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%   | 8.0%    | 6.5%     |
|  | WHOPPERS W/CHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%   | 9.0%    | 6.6%     |
|  | YWWM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%   | 7.0%    | 7.7%     |
| Whopper Total  |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%   | 8.0%    | 6.9%     |

2702





**FIG. 28**



**FIG. 29**

3000

|                      |                |
|----------------------|----------------|
| Distribution Center: | Alliant Topeka |
|----------------------|----------------|

Time Period (Month/Yr): Jun-00**Delivery Order Fill Rate**

|                      |       |
|----------------------|-------|
| Total Cases Ordered: | 65712 |
|----------------------|-------|

3002

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases:      | 154            | 68      | 62       | 284            |                             | 568              |
| Percent     | 0.23%          | 0.10%   | 0.09%    | 0.43%          | 0.00%                       | 0.86%            |

3004

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases:      | 990           | 70            |             | 1060             |
| Percent:    | 1.51%         | 0.11%         | 0.00%       | 1.61%            |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations:                | 568   | 0.86%   |
| Purchasing:                | 1060  | 1.61%   |
| Grand Total:               | 1628  | 2.48%   |

|                                  |               |
|----------------------------------|---------------|
| <b>Delivery Order Fill Rate:</b> | <b>97.52%</b> |
|----------------------------------|---------------|

### On-Time Delivery Rate

|                                 |       |
|---------------------------------|-------|
| <b>Total # of Deliveries:</b>   | 1232  |
| <b># of On-Time Deliveries:</b> |       |
| <b>On-Time Delivery Rate:</b>   | 0.00% |

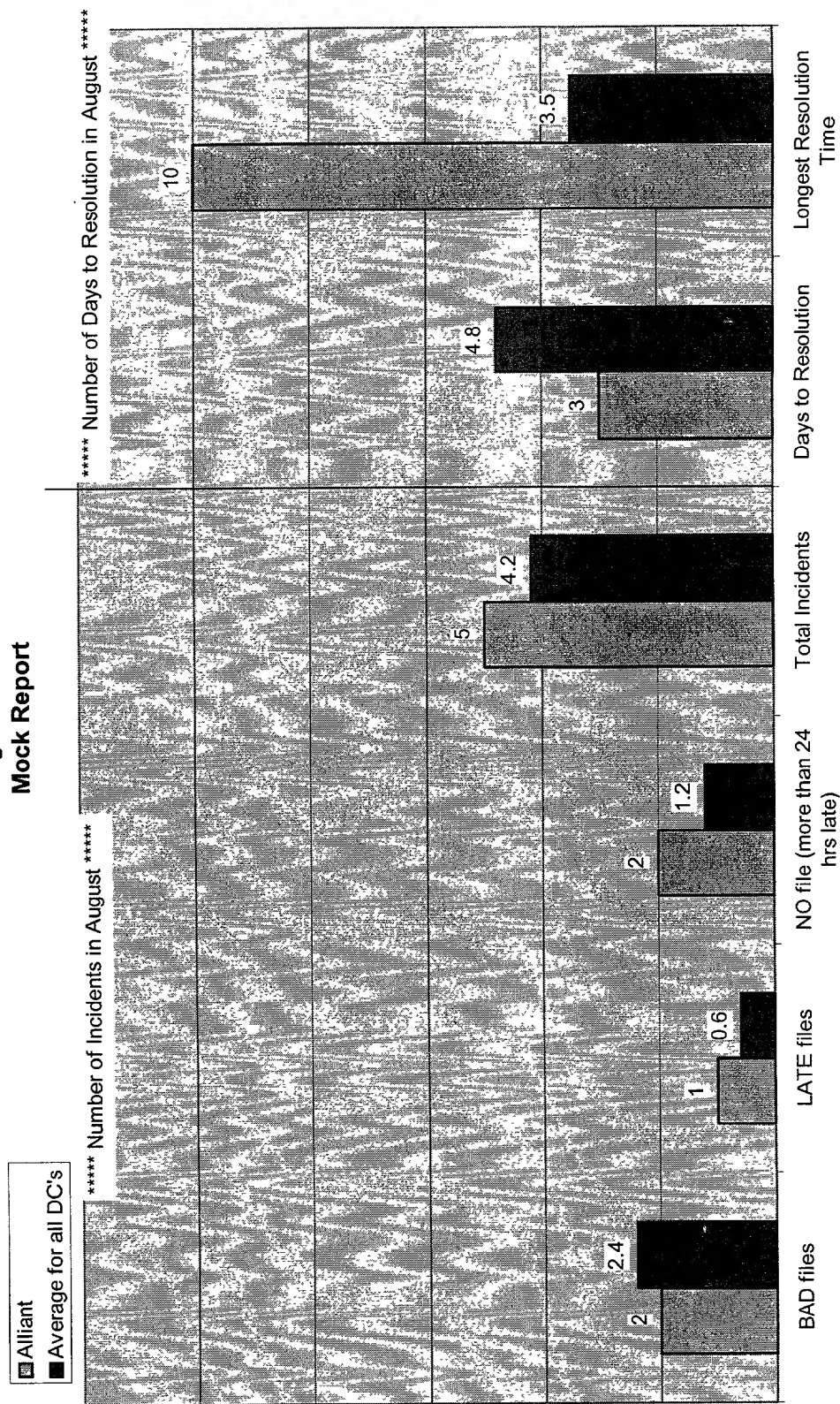
### Perfect Order Rate

|                            |        |
|----------------------------|--------|
| Total # of Deliveries:     | 1232   |
| Total # of Perfect Orders: | 725    |
| Perfect Order Rate:        | 58.85% |

**FIG. 30**

3100

**Alliant - Monthly DC Data Feed Performance**  
**August 2000**  
**Mock Report**



**FIG. 31**



# Service Level Reporting August

3200

|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah        | 99.14%    | 90.06%    |               |
| Alliant-Topeka         |           |           |               |
| Alliant-Wixom          | 99.05%    | 98.71%    |               |
| King-Atlanta           | 99.34%    | 92.91%    | 78.70%        |
| King-Jacksonville      |           |           |               |
| King-Louisville        | 99.85%    | 98.56%    | 80.80%        |
| Maines 29, Conklin     | 99.78%    | 94.53%    | 86.98%        |
| Maines 30, Cleveland   | 99.41%    |           | 79.25%        |
| Maines Long Island     |           |           |               |
| Maines New England     | 99.63%    |           |               |
| MBM Fullerton          | 99.13%    | 94.15%    | 79.83%        |
| MBM Lewisville         |           |           | #DIV/0!       |
| MBM Orlando            | 99.57%    | 92.88%    | #DIV/0!       |
| MBM Rocky Mount        | 99.78%    | 93.60%    | #DIV/0!       |
| McCabe's               | 99.13%    | 82.46%    | #DIV/0!       |
| McLane Lubbock         | 99.80%    | 99.72%    | 96.84%        |
| Nicholas & Co.         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| PFD Supply             | 99.60%    | 86.04%    | 85.87%        |
| PFG Victoria           | 99.16%    | 90.79%    | 80.12%        |
| PYA Monarch            | 99.42%    | #DIV/0!   |               |
| Reinhart Cedar Rapids  | 99.20%    | 97.78%    |               |
| Reinhart-Oak Creek     | 99.05%    | 98.65%    |               |
| Reinhart-Rogers        | 99.31%    | 93.69%    |               |
| Restaurants NW         | 99.50%    | 95.49%    |               |
| Shamrock Commerce City | 99.03%    | 99.07%    | 80.47%        |
| Shamrock Phoenix       | 99.54%    | 94.88%    | 85.13%        |
| Sygmia Harrisburg      | 98.81%    | 93.88%    |               |
| Sygmia Stockton        | 99.69%    |           | 82.88%        |
| Sysco                  | 99.68%    | 100.00%   | 82.47%        |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50%    | 90.00%    | 78.00%        |
| RSI Min | 99.50%    | 90.00%    | 80.00%        |

|                     |
|---------------------|
| OK                  |
| Didn't meet RSI Min |
| Didn't meet BK Min  |

FIG. 32

FIG. 33

3300

**Vendor:**

XYZ Company

**Time Period:**

Aug-00

3300

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

|      |
|------|
| 4    |
| 95%  |
| 1.7  |
| 95%  |
| 0.93 |

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

|           |
|-----------|
| 12        |
| \$ 30,152 |
| \$ 3,594  |
| \$ 33,746 |

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

|        |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

**Inventory Management:**

Average Days On Hand

|        |
|--------|
| SKU #1 |
| SKU #2 |

19  
22

Max Days On Hand

|        |
|--------|
| SKU #1 |
| SKU #2 |

40  
32

Monthly Carrying Cost

|                  |
|------------------|
| SKU #1           |
| SKU #2           |
| Average as % FOB |

\$ 42,513  
\$ 12,589  
1.25%







3500

# FIG. 35 Service Level Reporting November - Mock Report

|                                 | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES                         | \$1,904                     |                             | 2.33%                             |
| COMARK INSTRUMENTS, INC.        | \$4,861                     |                             |                                   |
| WHITEFORD FOODS, INC.           | \$0                         | 97.3%                       | 2.41%                             |
| LEPAGE BAKERY / COUNTRY KITCHEN | \$3,700                     |                             |                                   |
| NOR-SYSTEMEDIA                  | \$0                         | 92.1%                       | 2.16%                             |
| SIGNATURE MEATS GROUP           | \$0                         |                             | 1.94%                             |
| SCHWEBEL'S BAKING CO.           | \$0                         | 95.1%                       | 1.50%                             |
| MAUI CUP                        | \$0                         |                             |                                   |
| MIRA PLASTICS                   | \$0                         |                             | 1.25%                             |
| DIXIE PRODUCE & PACKAGING       |                             |                             |                                   |
| NOR-LAKE, INC.                  | \$0                         |                             | 1.48%                             |
| FORT JAMES OPERATING COMPANY    | \$0                         | 98.6%                       | 1.90%                             |
| FRESH ADVANTAGE, KC             |                             |                             |                                   |
| SILVER KING - MN - CORP         | \$0                         |                             |                                   |
| TYSON FOODS                     |                             |                             |                                   |
| READY ACCESS                    |                             |                             | 2.44%                             |
| GEORGIA PACIFIC TISSUE          |                             | 94.8%                       | 2.51%                             |
| CLOUGHERTY PACKING              |                             |                             |                                   |
| BEVERAGE - AIR                  | \$0                         | 93.4%                       |                                   |
| COMPONENT HARDWARE GROUP, INC.  | \$0                         |                             | 2.06%                             |
| COCA - COLA USA                 | \$1,900                     |                             | 1.55%                             |
| TOASTMASTER                     |                             | 93.5%                       | 2.20%                             |
| GRANT COUNTY FOODS              | \$0                         | 96.3%                       |                                   |
| FRESH EXPRESS                   |                             |                             | 1.04%                             |
| TAYLOR FARMS                    | \$0                         |                             |                                   |
| MODULAR DISPENSING SYSTEM       | \$3,423                     |                             |                                   |
| CENTURY PRODUCTS, LLC           |                             | 93.3%                       | 2.98%                             |
| ROSE PACKING COMPANY            |                             |                             |                                   |

|         | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00                  | 92.00%                      | 3.00%                             |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |



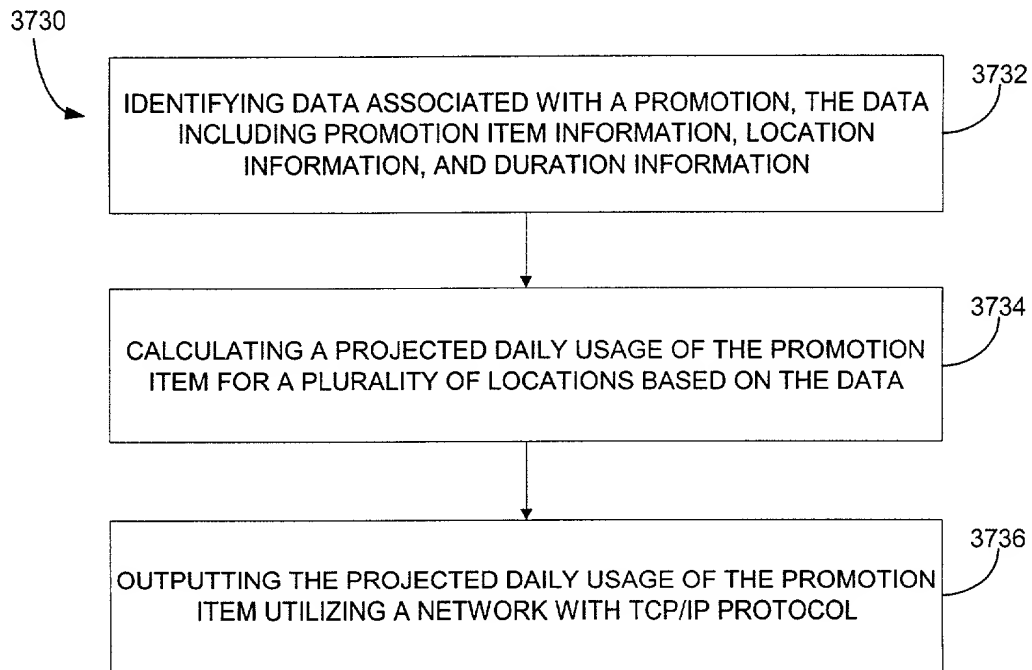
3600

# Mock Report/1

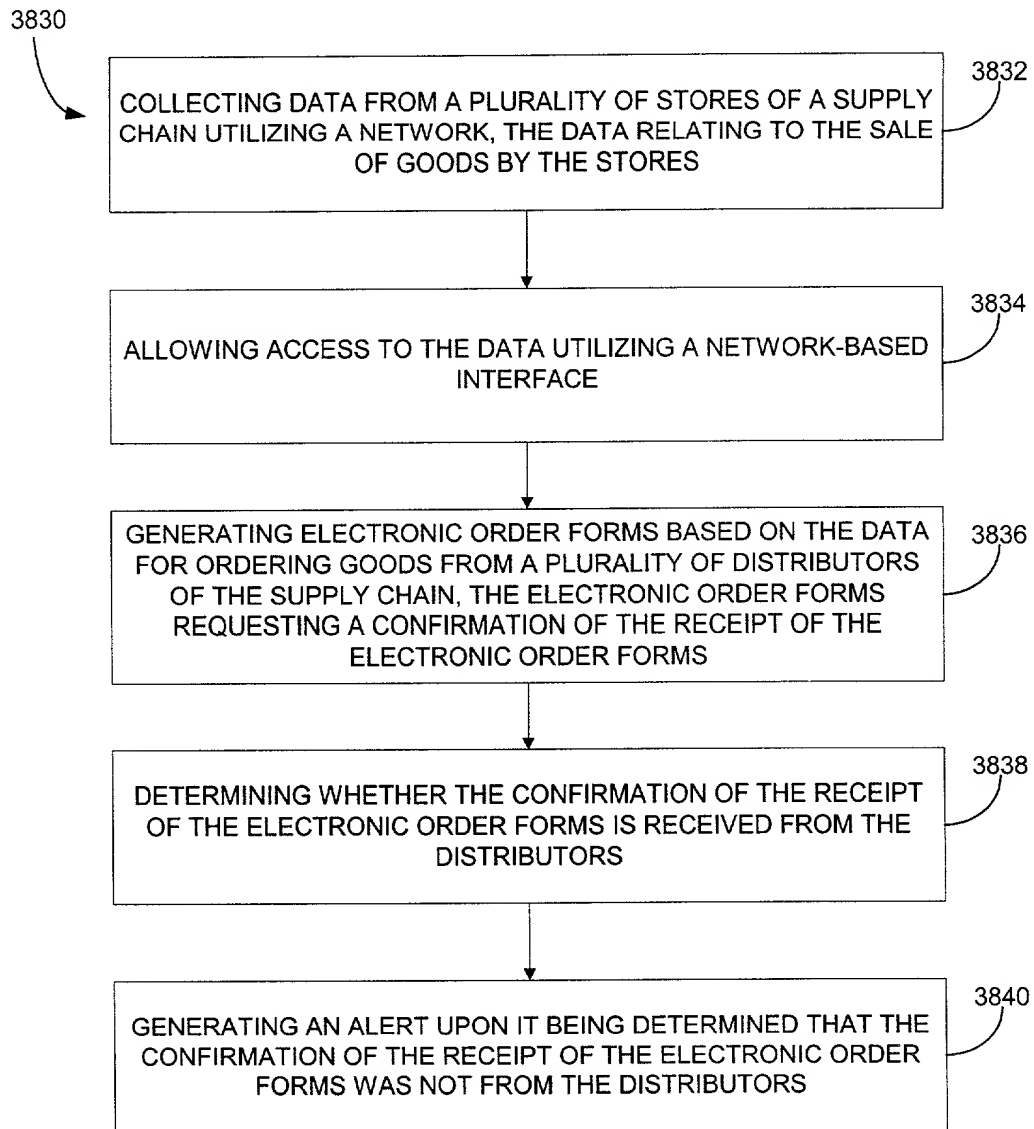
|  | FY 01      | Oct-00   | Nov-00   | Dec-00   | Jan-01   | Feb-01   | Mar-01   | Apr-01   | May-01   |
|--|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Food Cost Index</b>                         |            |          |          |          |          |          |          |          |          |
| Plan   | 99.75      | 99.69    | 99.20    | 98.63    | 100.33   | 100.49   | 101.12   | 100.44   | 99.92    |
| Actual   |            | 99.10    | 98.90    |          |          |          |          |          |          |
| Variance                                       |            | 0.59     | 0.30     |          |          |          |          |          |          |
| Good/(Bad)                                     |            |          |          |          |          |          |          |          |          |
| <b>Total Dollar Purchases (in Millions) /2</b> |            |          |          |          |          |          |          |          |          |
| Plan   | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual   |            | \$182.84 | \$182.08 |          |          |          |          |          |          |
| Variance                                       |            | \$1.14   | \$0.65   |          |          |          |          |          |          |
| Good/(Bad)                                     |            | 0.6%     | 0.4%     |          |          |          |          |          |          |

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

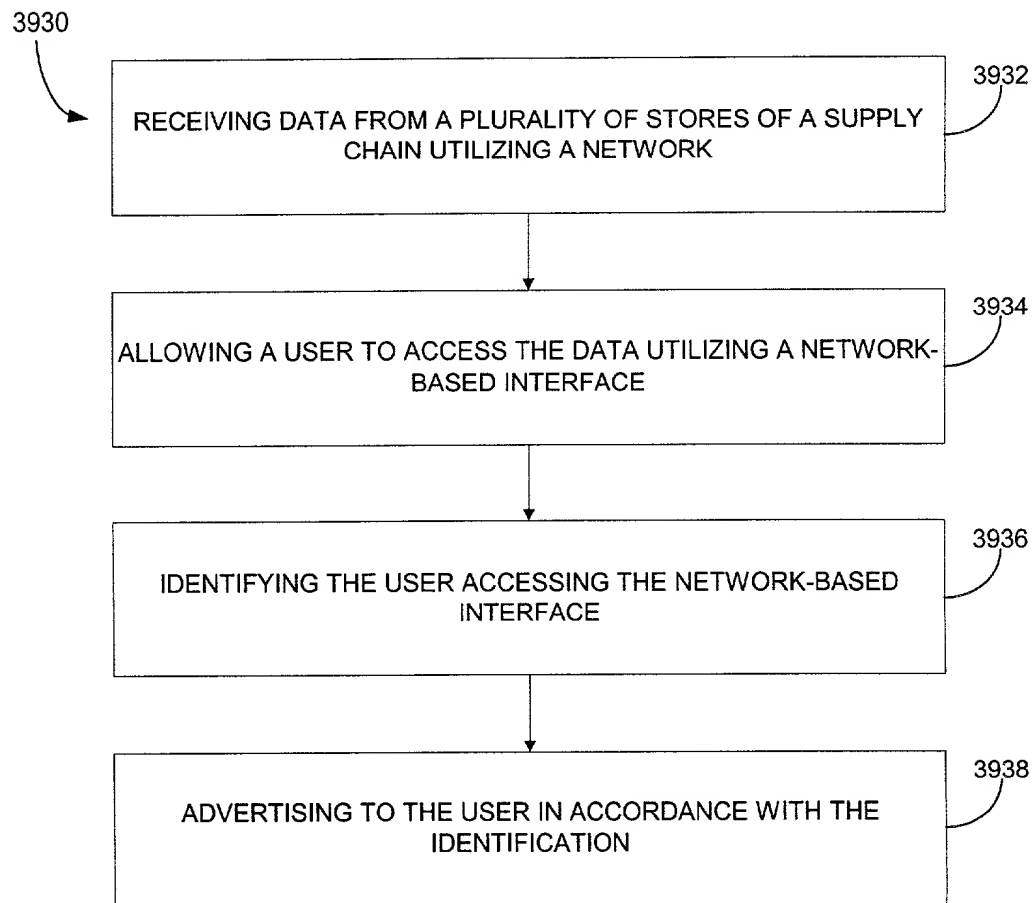
FIG. 36



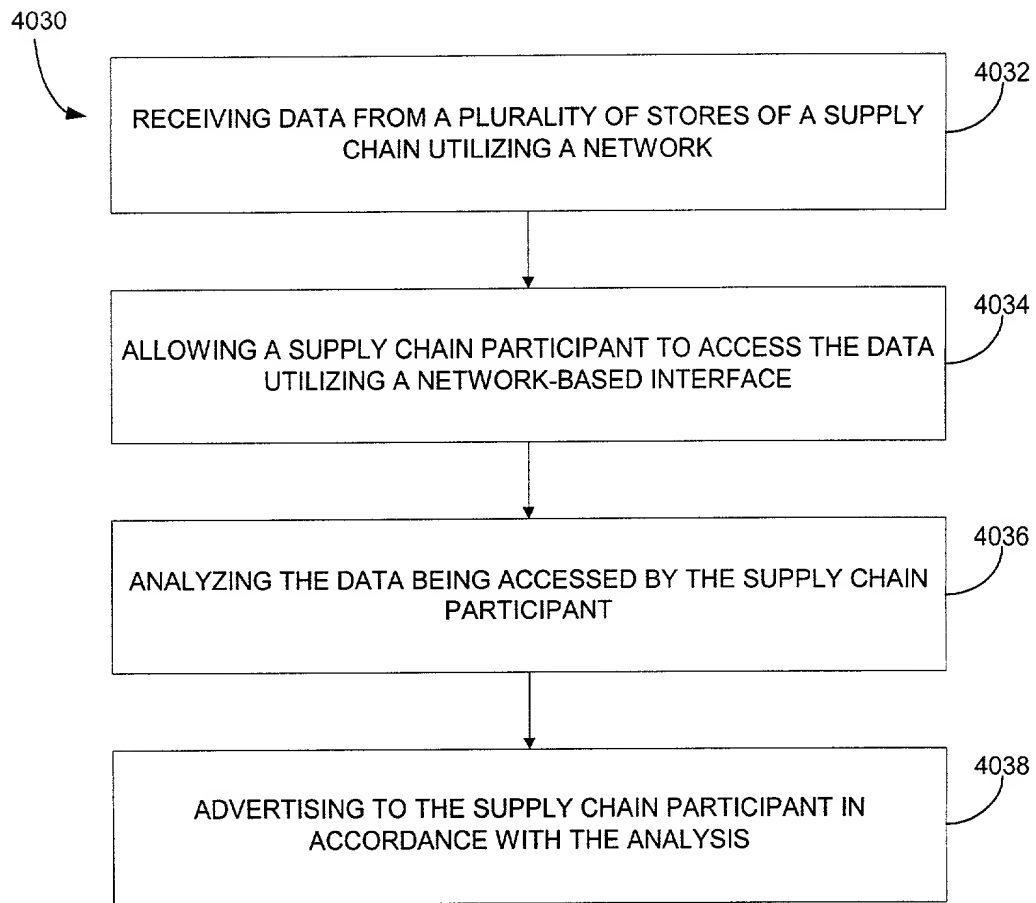
**FIG. 37**



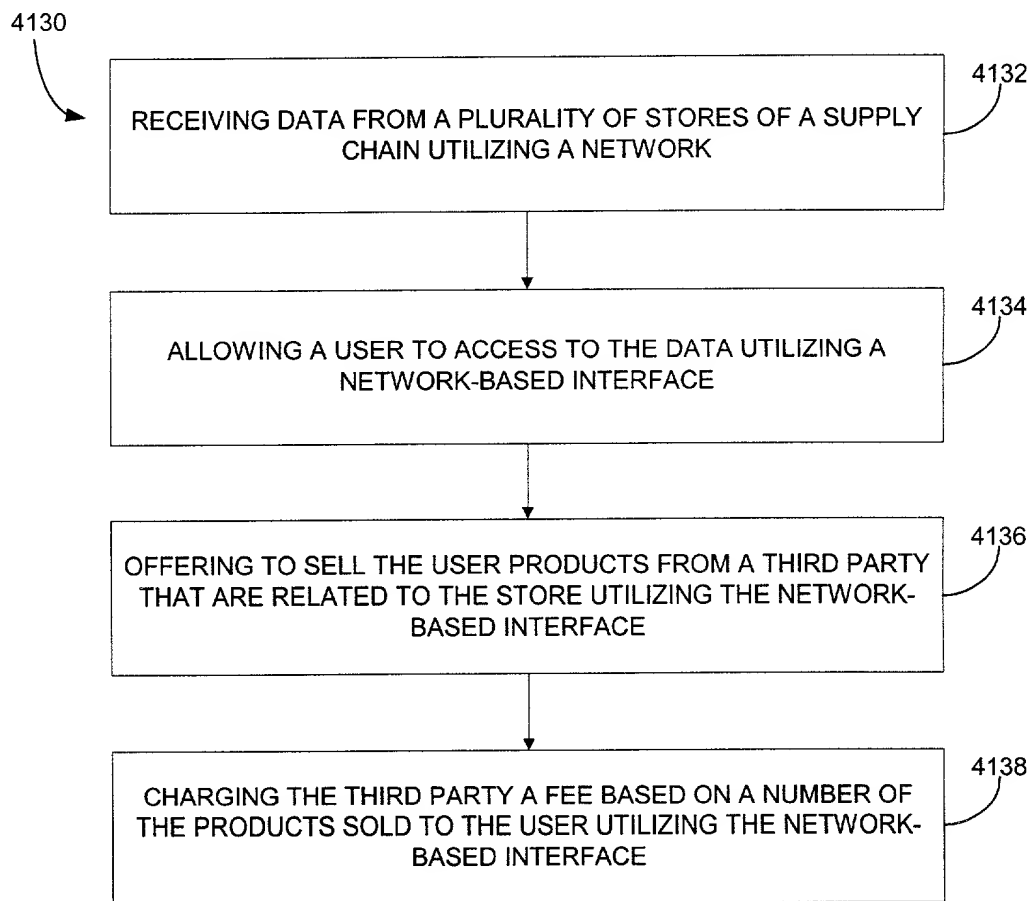
**FIG. 38**



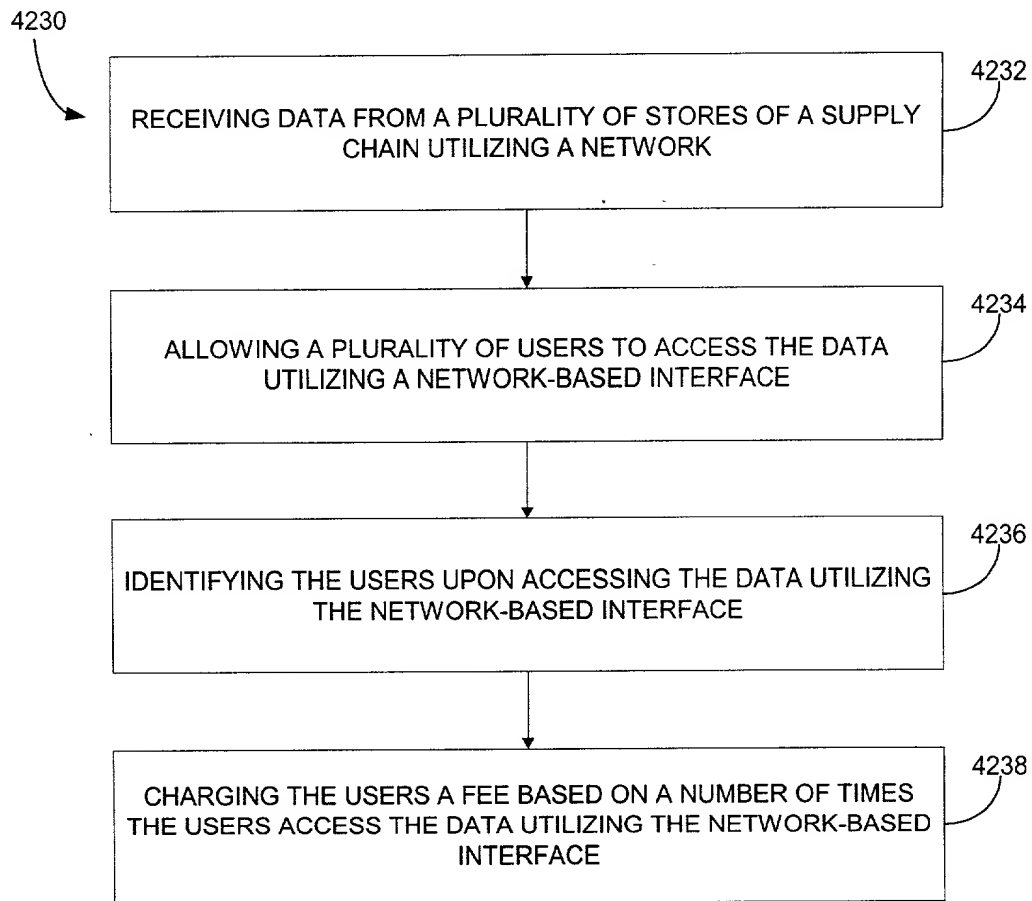
**FIG. 39**



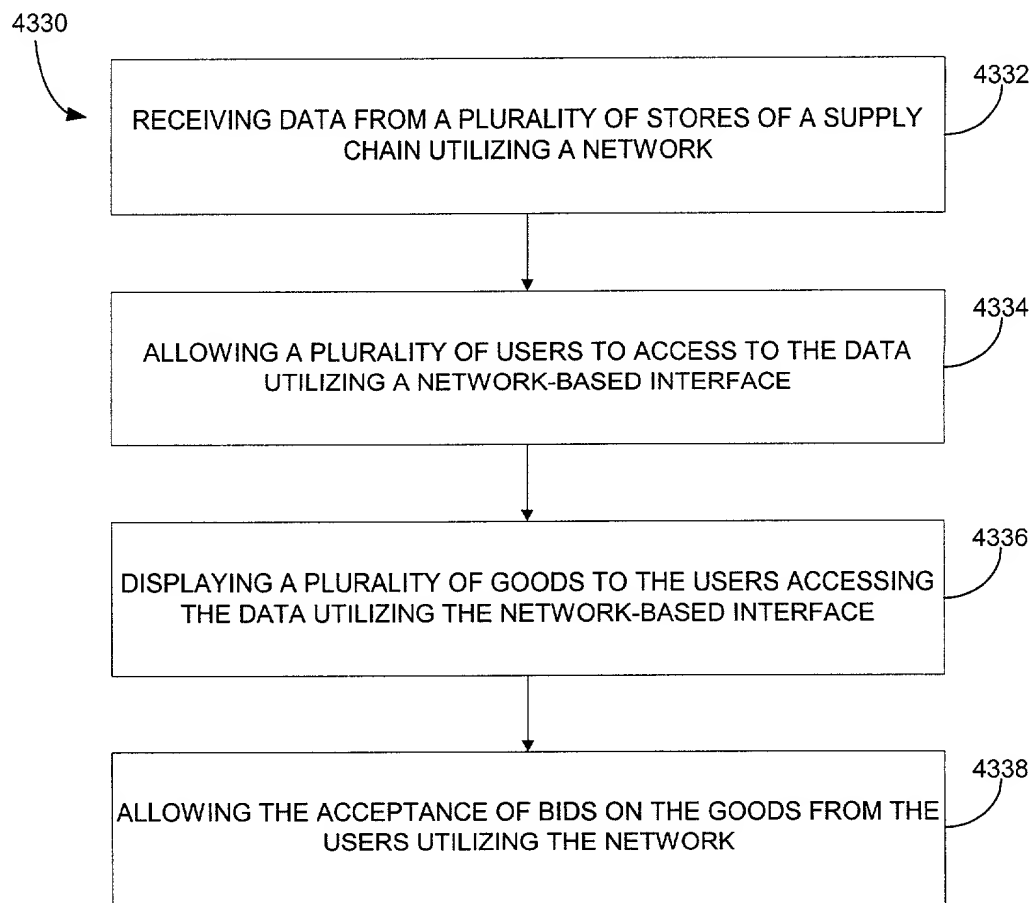
**FIG. 40**



**FIG. 41**

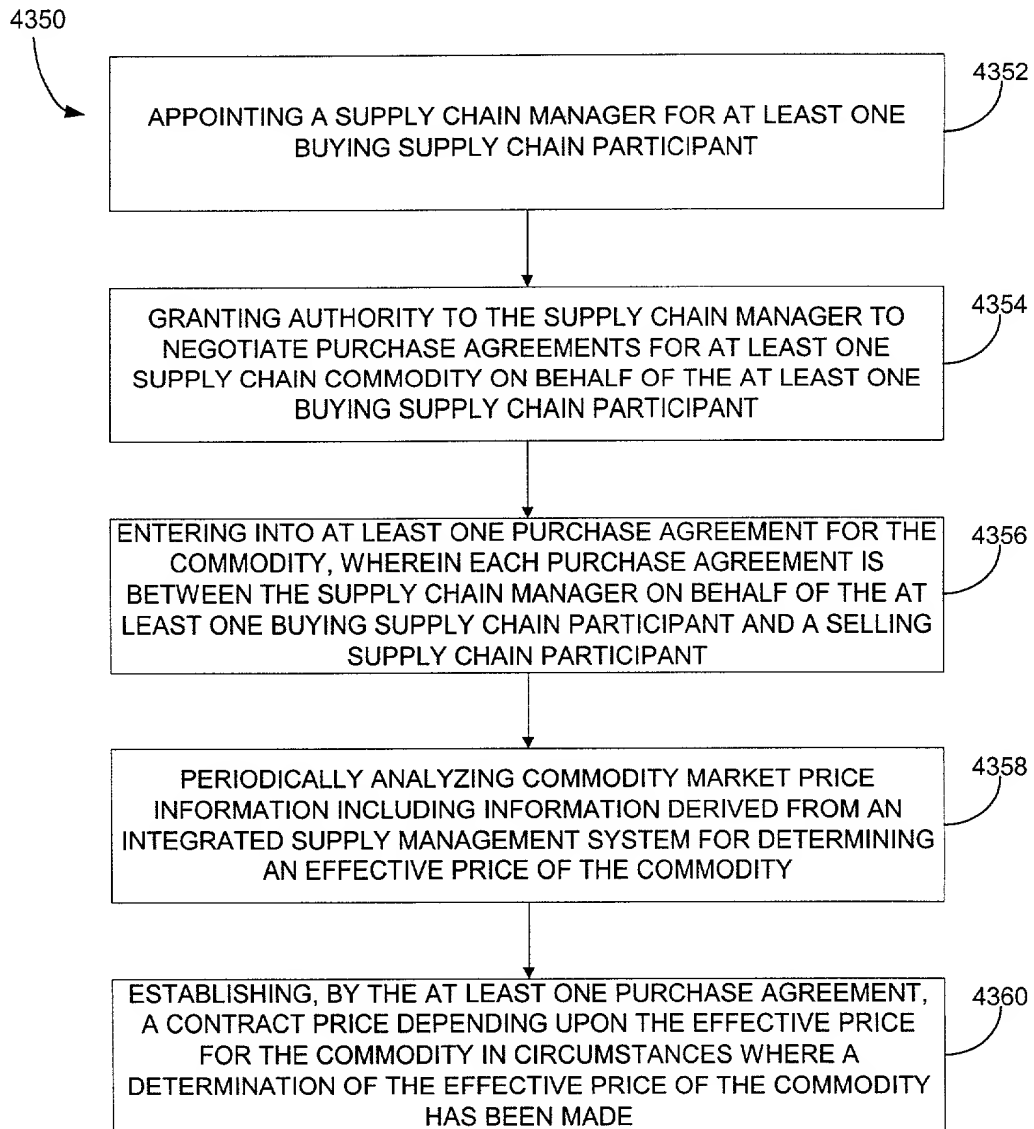


**FIG. 42**

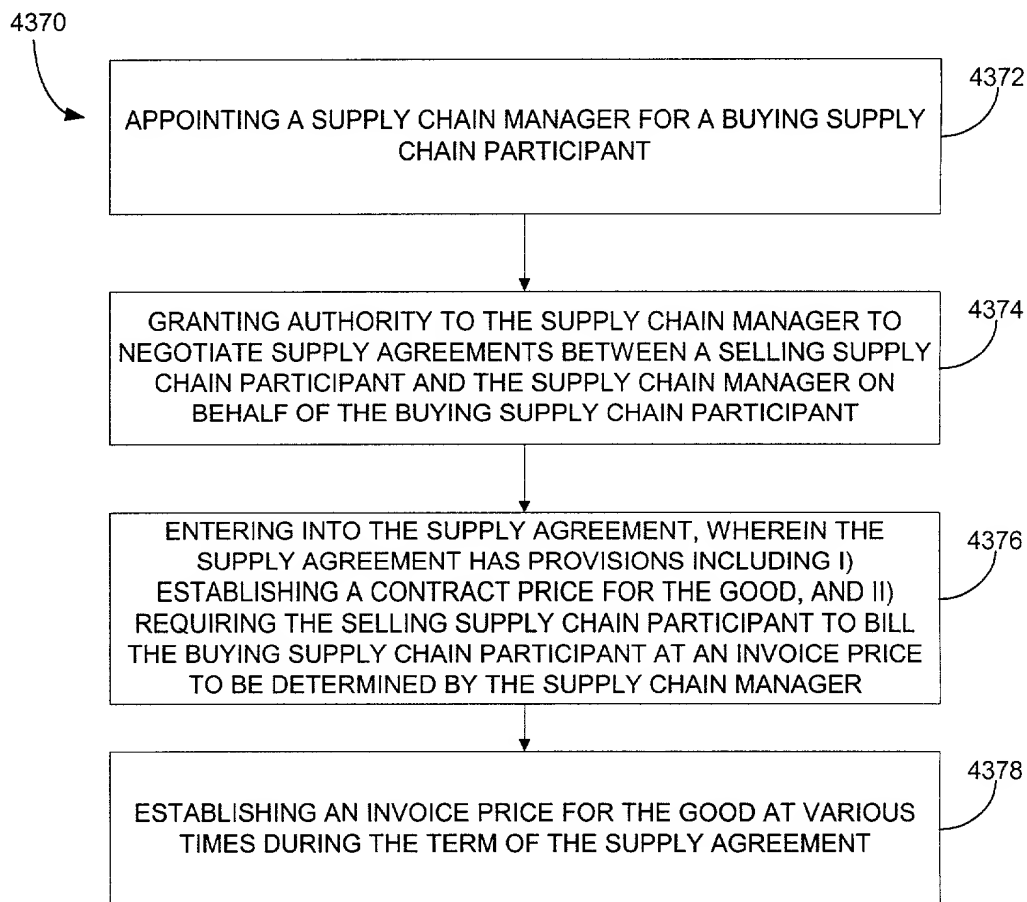


**FIG. 43A**





**FIG. 43B**



**FIG. 43C**

4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE  
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE  
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF  
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

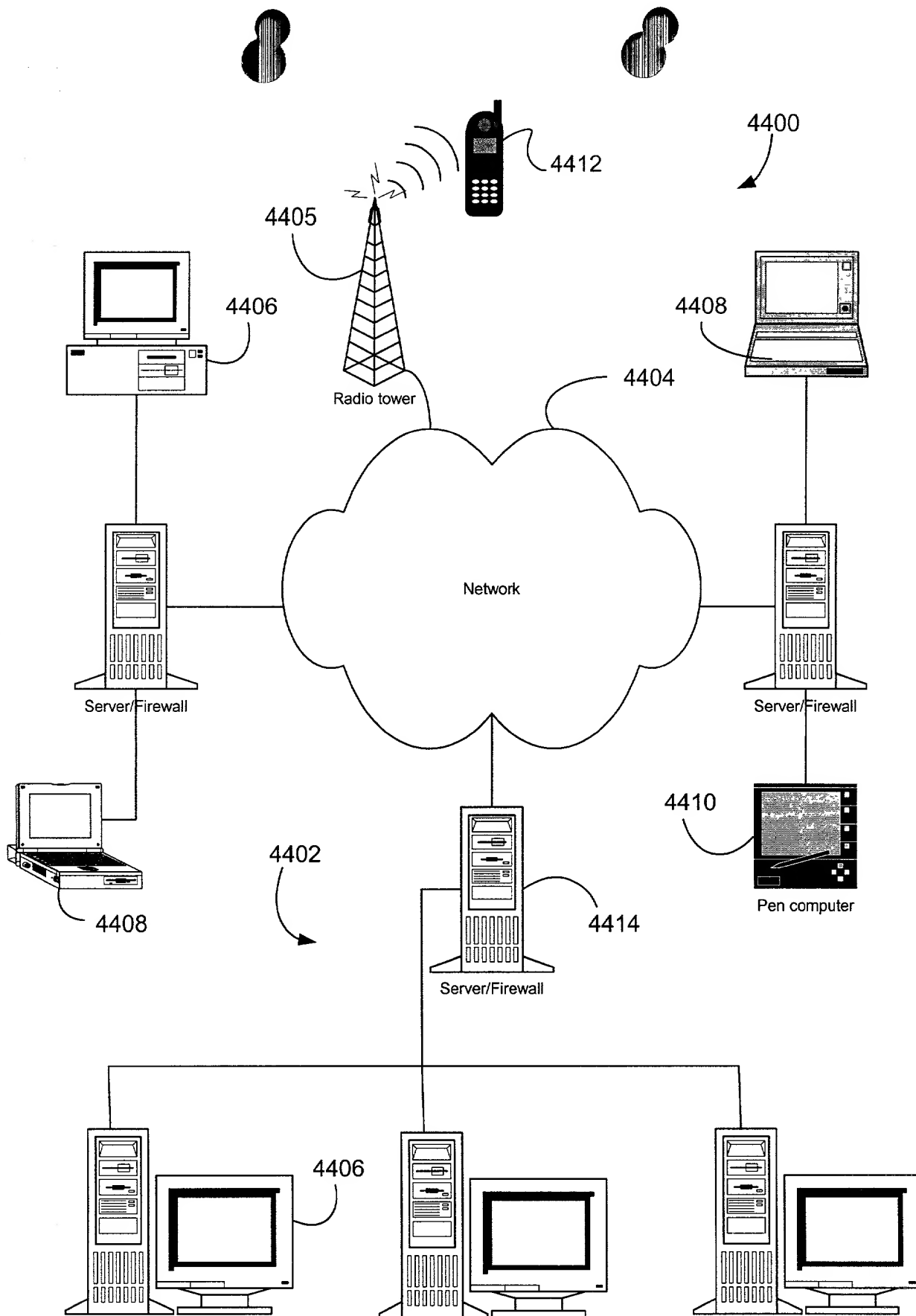
ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT  
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY  
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL  
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET  
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN  
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION  
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED  
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF  
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER  
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN  
MANAGER A COMMODITY POSITION PRICE

4394

**FIG. 43D**



**FIG. 44**

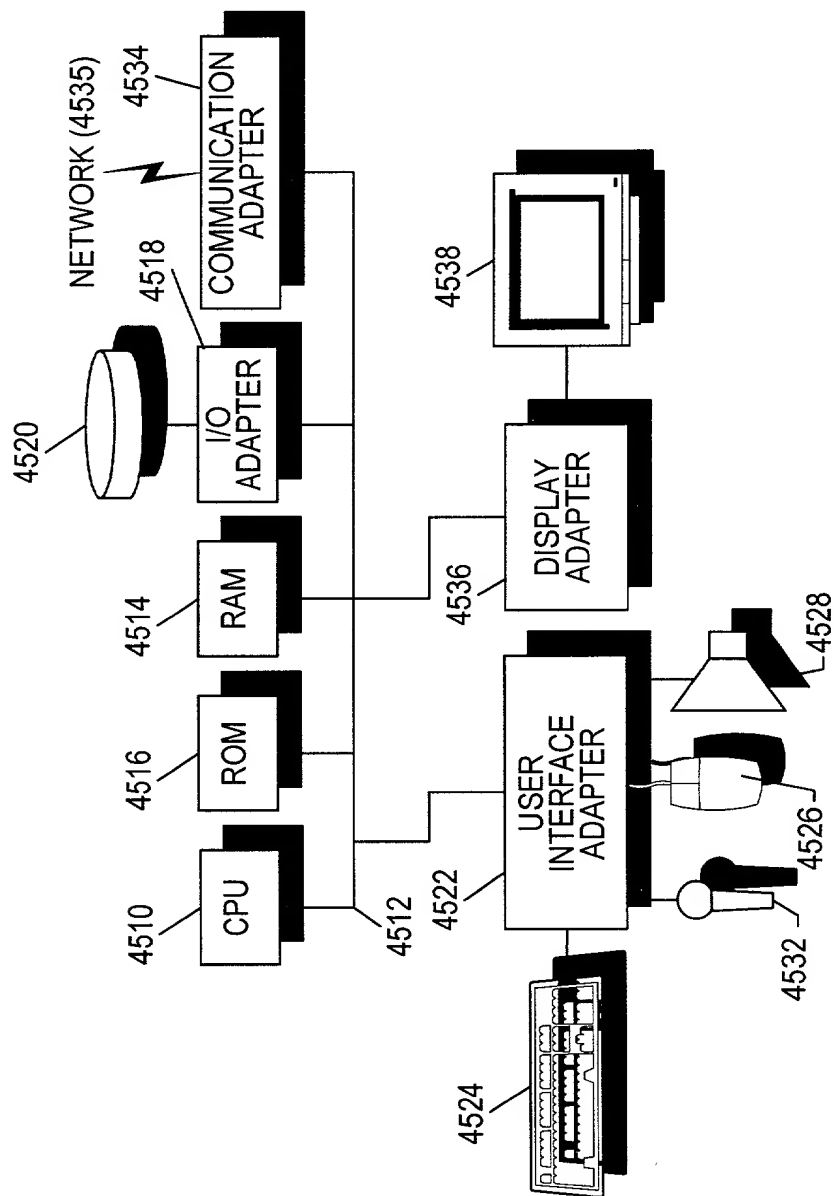
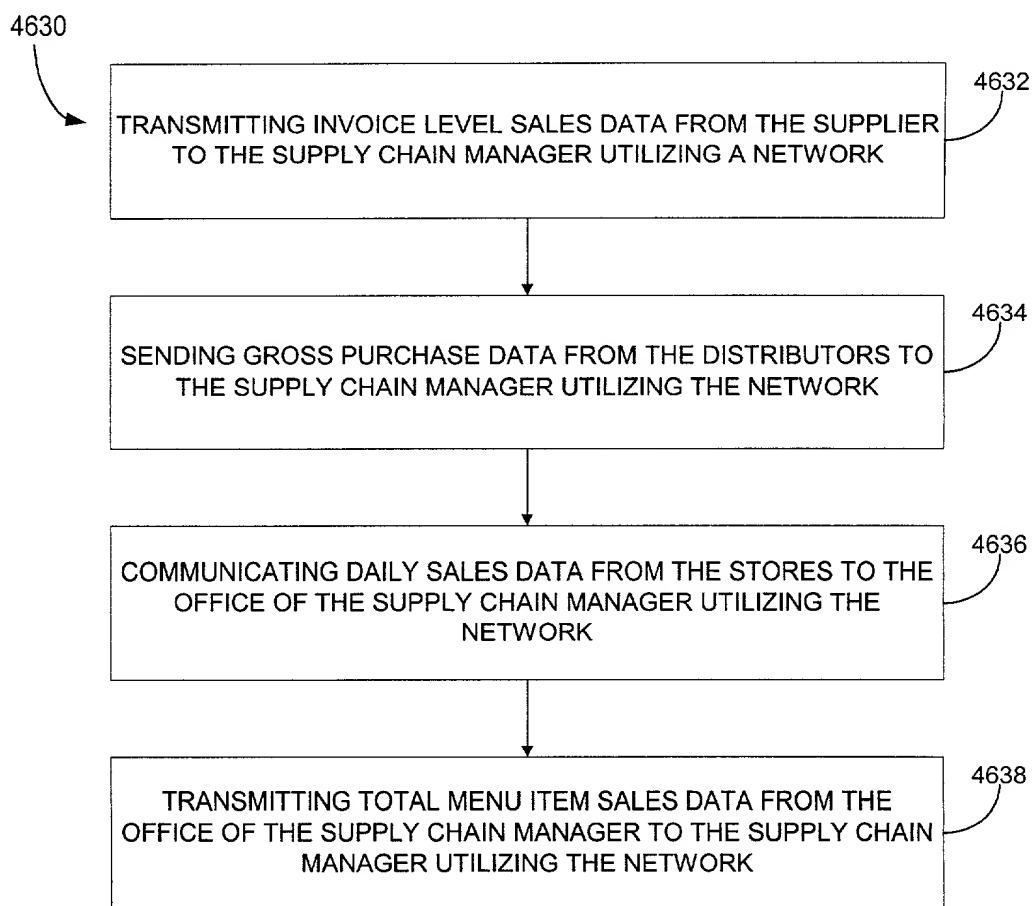
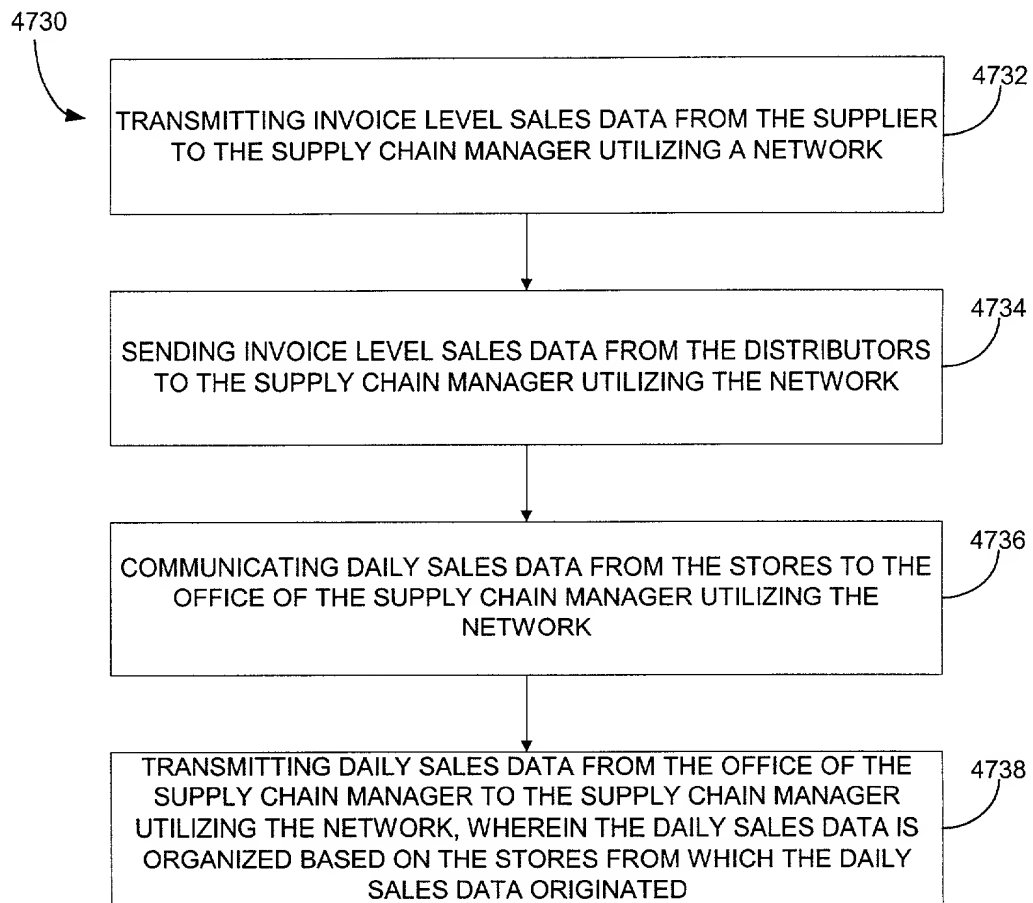


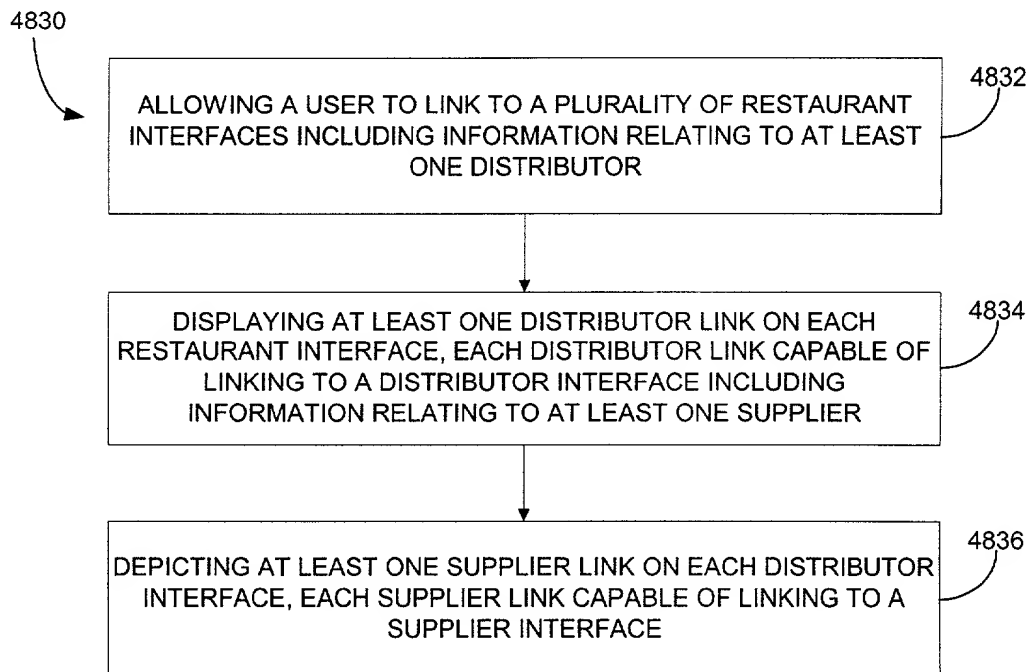
FIG. 45



**FIG. 46**

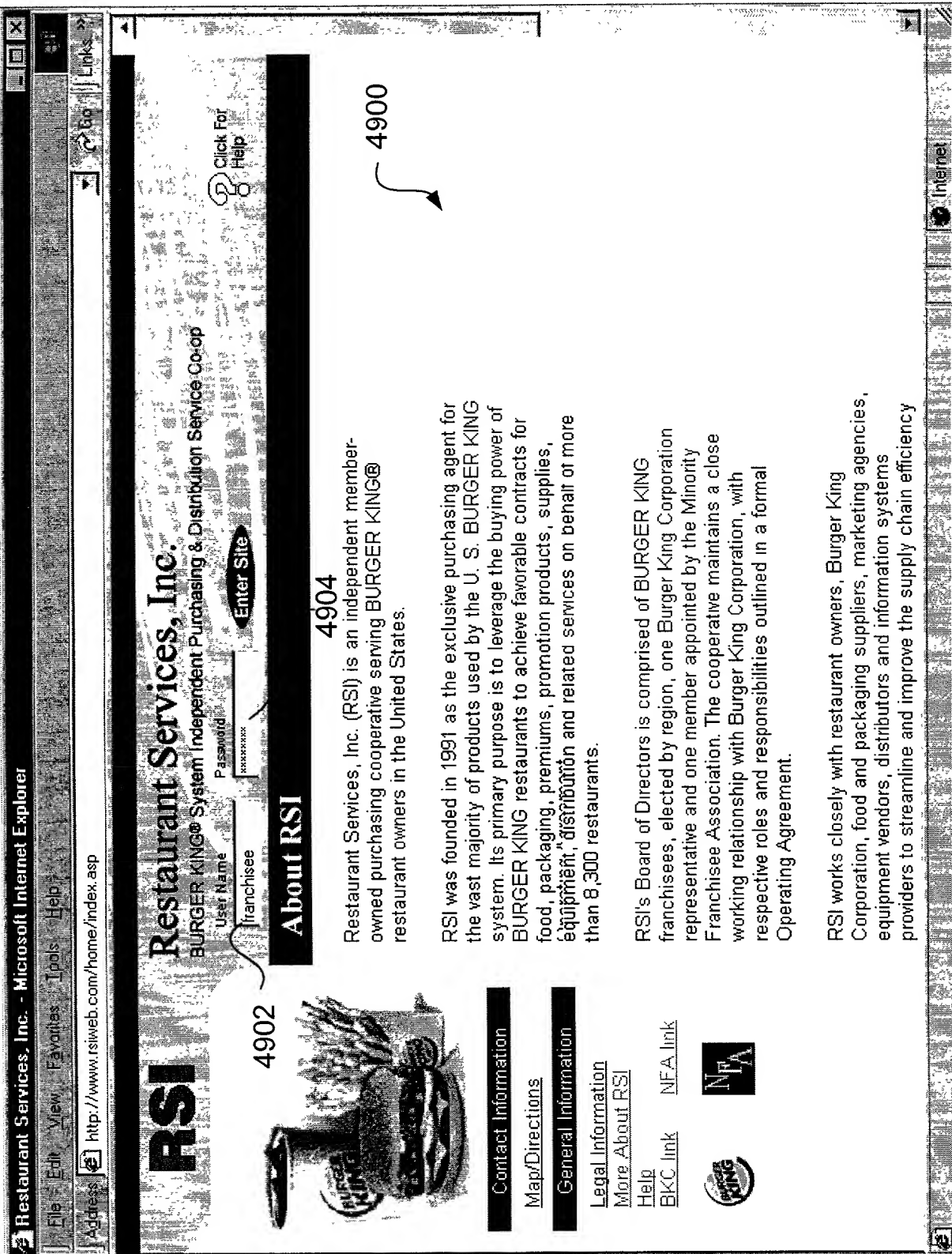


**FIG. 47**



**FIG. 48**





**FIG. 49**

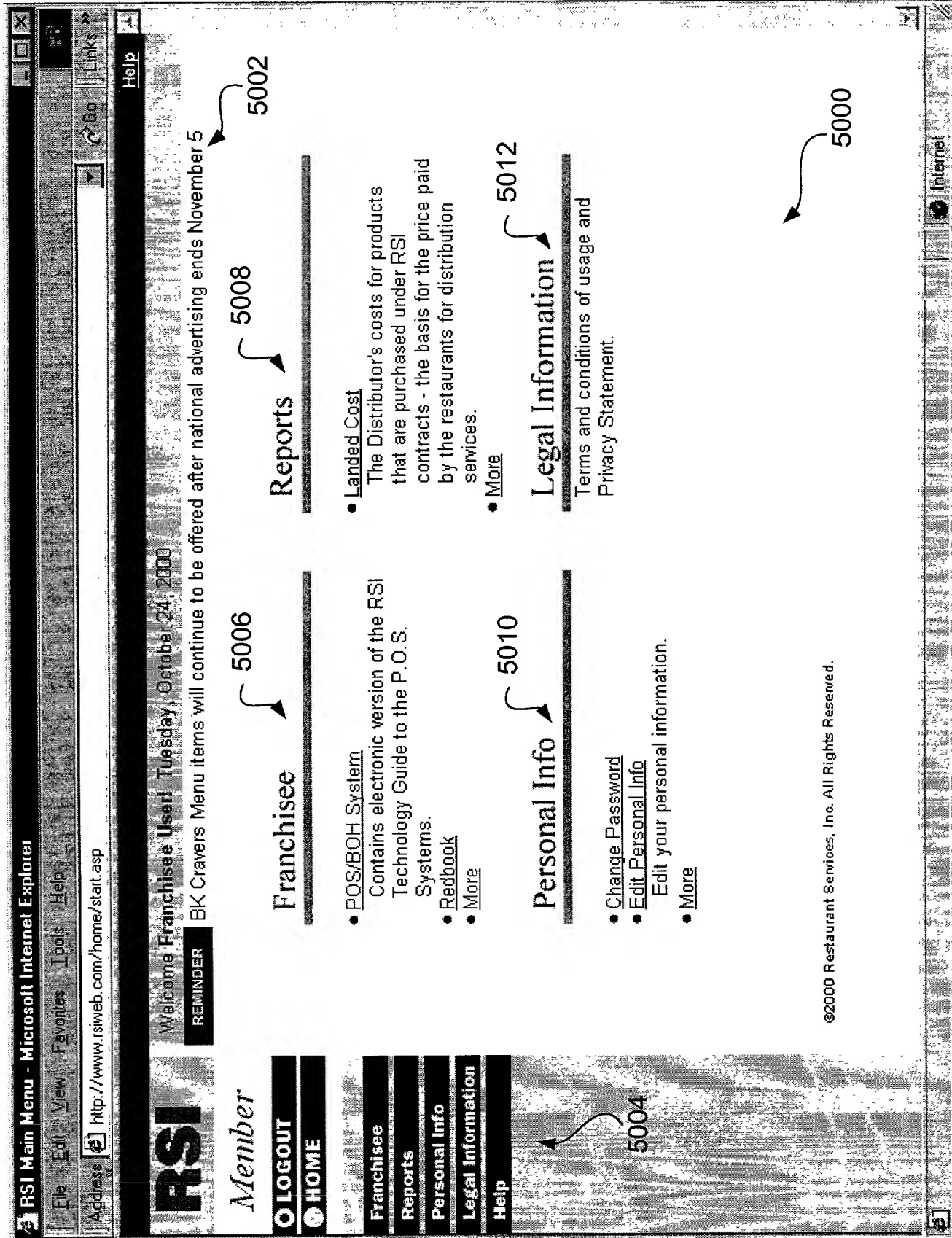
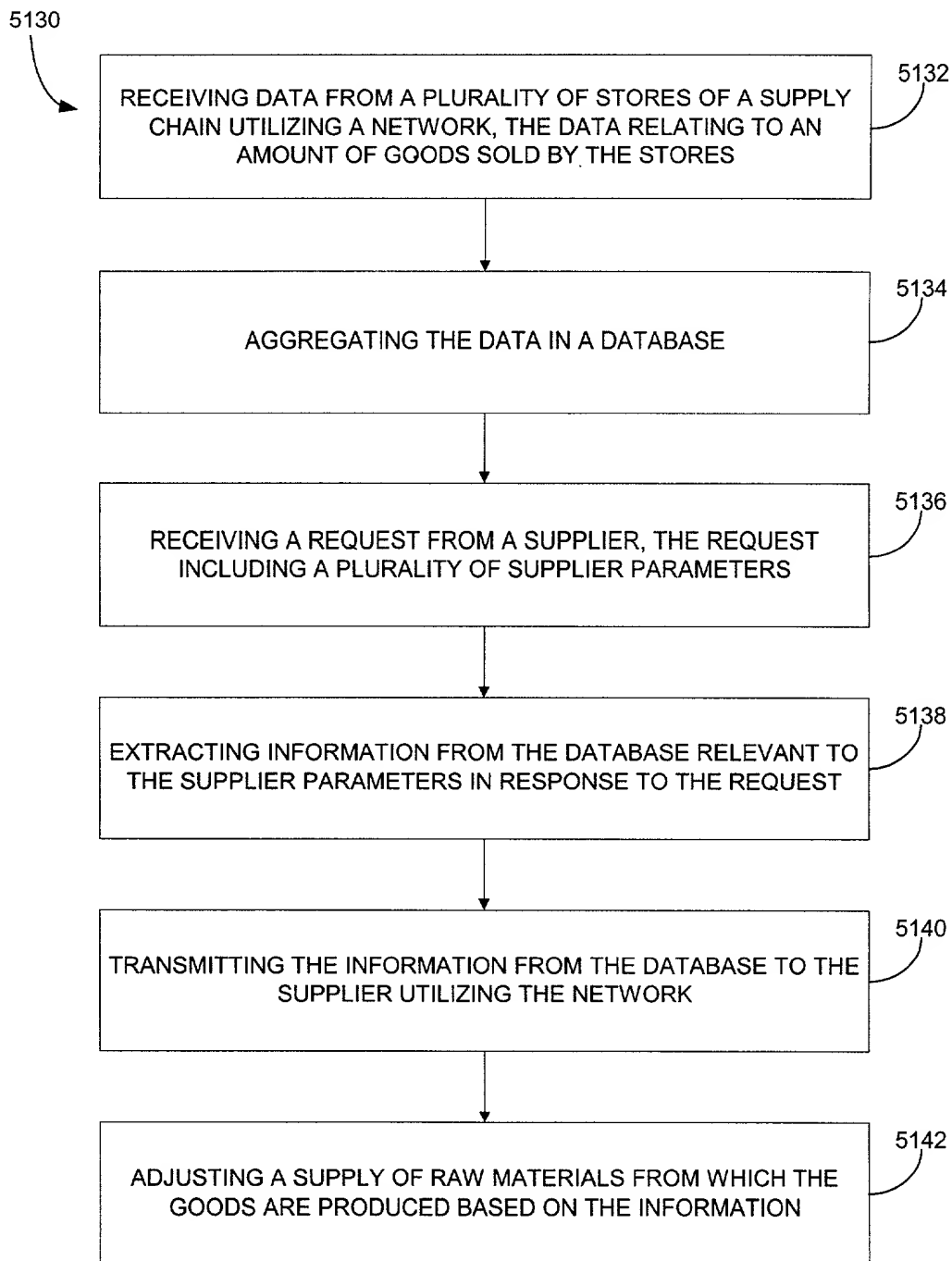
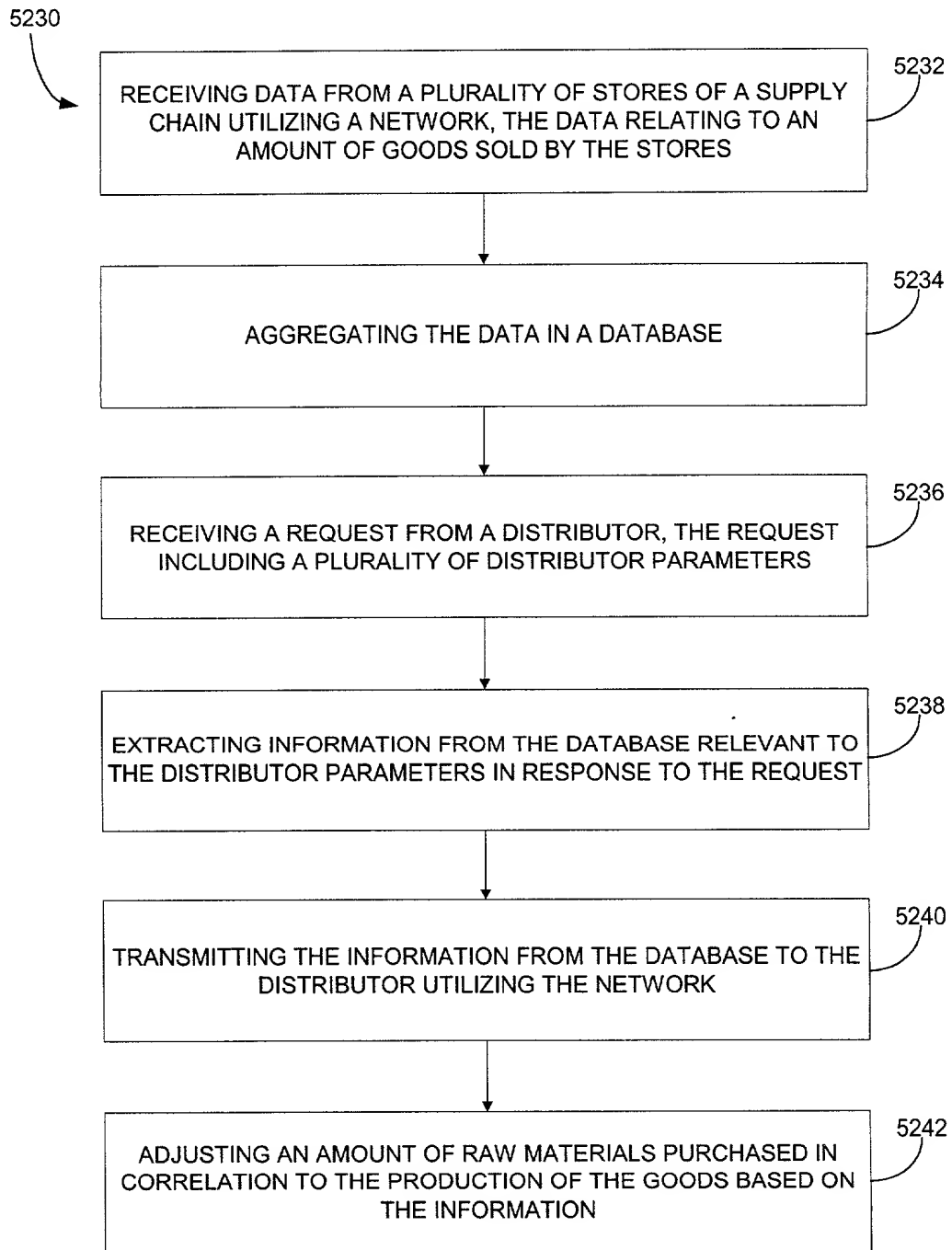


FIG. 50



**FIG. 51**



**FIG. 52**

10:00:00 AM 10/24/2000

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: http://www.rsiweb.com/dc/d\_rtposdaily.asp

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**RSI**

Distributor

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Legal Information

Help

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POS Implied Daily Usage - Distributor  
Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

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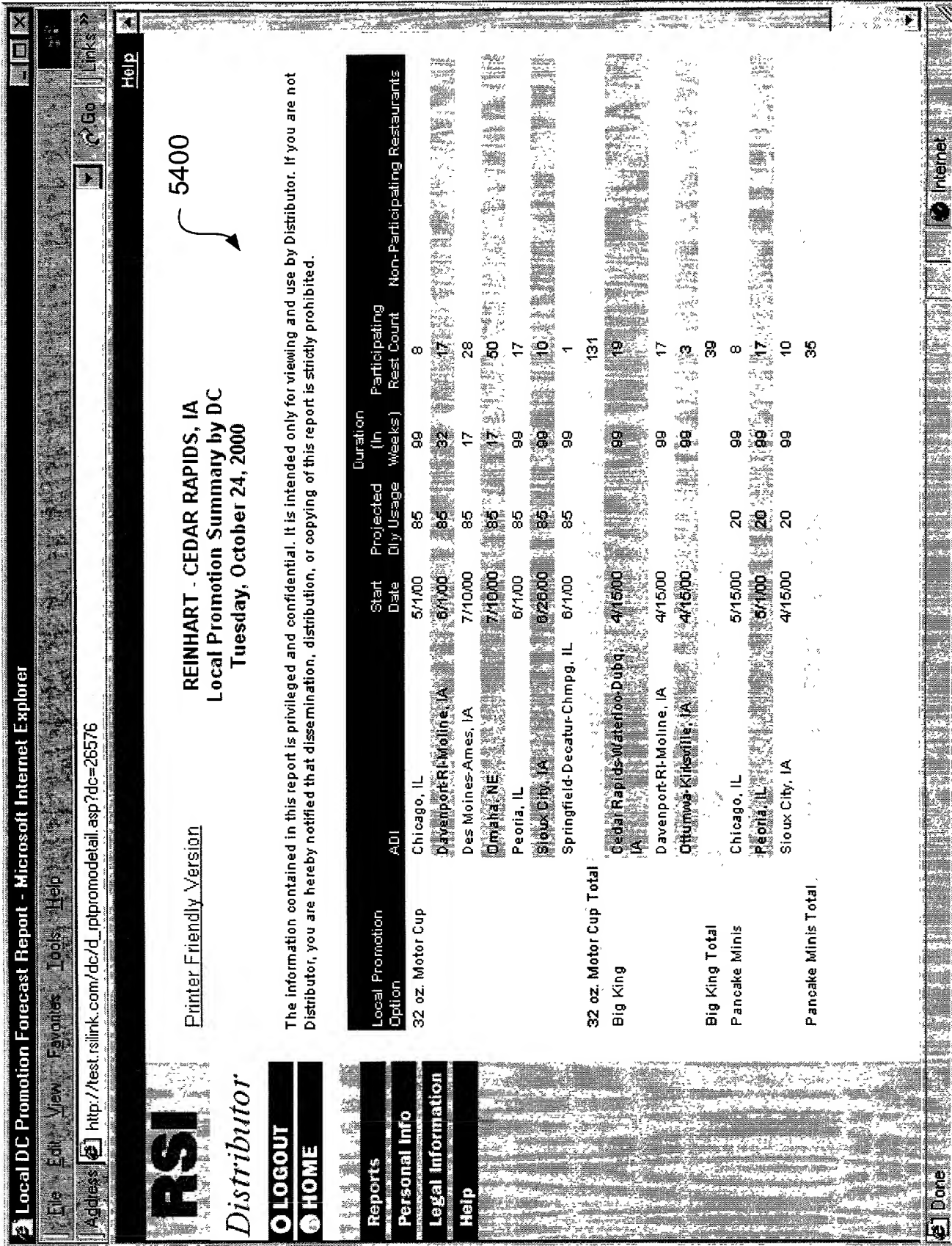
| DC Item No                         |                   | 14 Day Rolling (Total Cases) |  |                  |  |       |       |       |       |       |       |       |       |       |       | Week Ending Total |       |       |       |
|------------------------------------|-------------------|------------------------------|--|------------------|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|-------|-------|
|                                    |                   | Item Description             |  | % Chg 14 Day Avg |  | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13             | 10/12 | 10/11 | 10/10 |
| Number of Restaurants Served by DC |                   |                              |  |                  |  | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200               | 200   | 200   | 197   |
| 18986                              | SAUCE: BBQ BULK   | BULLSEYE                     |  | 0.00%            |  |       | 13    | 21    | 23    | 18    | 16    | 16    | 16    | 14    | 24    | 21                | 15    | 13    | 13    |
| 20788                              | MUSTARD: BULK BK  |                              |  | 0.00%            |  |       | 12    | 19    | 20    | 16    | 14    | 14    | 13    | 14    | 19    | 19                | 16    | 15    | 14    |
| 24340                              | MAYONNAISE: BULK  | BK                           |  | 0.00%            |  |       | 134   | 197   | 211   | 173   | 156   | 154   | 153   | 150   | 200   | 206               | 175   | 155   | 151   |
| 24966                              | STRAW: WRAPPED    | 7.75" BK                     |  | 0.00%            |  |       | 21    | 33    | 34    | 27    | 25    | 24    | 24    | 24    | 34    | 33                | 27    | 24    | 24    |
| 25316                              | FORK: WRAPPED     | BULK BK                      |  | 0.00%            |  |       | 10    | 11    | 12    | 10    | 9     | 8     | 9     | 11    | 12    | 11                | 10    | 9     | 8     |
| 25452                              | KNIFE: WRAPPED    | BULK BK                      |  | 0.00%            |  |       | 3     | 3     | 3     | 3     | 2     | 2     | 2     | 3     | 3     | 3                 | 3     | 2     | 2     |
| 27682                              | KETCHUP: BULK BAG | IN BOX                       |  | 0.00%            |  |       | 88    | 134   | 142   | 115   | 104   | 102   | 101   | 100   | 136   | 139               | 115   | 108   | 102   |
| 27690                              | KETCHUP: PACKETS  | 10g BK                       |  | 0.00%            |  |       | 127   | 194   | 205   | 160   | 143   | 142   | 139   | 144   | 197   | 197               | 160   | 142   | 140   |

Done

Internet

FIG. 53







Supplier

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Personal Info  
Legal Information  
Help

POS Implied Daily Usage - Supplier

Supplier:

Printer Friendly Version

Supplier: TYSON FOODS

POS Implied Daily Usage - Supplier  
Tuesday, October 24, 2000

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| FOB Point |  | RSI Item No     |  | Description |  | % Chg 14 Day Avg |  | 14 Day Rolling (Total Cases) |       |       |       |       |       |       |       |       |       |       |       | Week Ending Total |      |
|-----------|--|-----------------|--|-------------|--|------------------|--|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|------|
|           |  |                 |  |             |  |                  |  | 10/19                        | 10/20 | 10/21 | 10/22 | 10/23 | 10/24 | 10/25 | 10/26 | 10/27 | 10/28 | 10/29 | 10/30 | 10/31             | 11/1 |
| 6         |  | CHICKEN-PATTY   |  |             |  | 0.00%            |  | 100                          | 100   | 100   | 100   | 100   | 100   | 100   | 100   | 100   | 100   | 100   | 100   | 100               | 100  |
| 7         |  | CHICKEN-BK      |  |             |  | 0.00%            |  | 35                           | 51    | 60    | 48    | 46    | 43    | 43    | 40    | 53    | 60    | 48    | 46    | 41                | 41   |
| 8         |  | CHICKEN-TENDERS |  |             |  | 0.00%            |  | 222                          | 336   | 337   | 286   | 240   | 229   | 226   | 246   | 346   | 316   | 266   | 228   | 223               | 223  |
|           |  | CHICKN          |  |             |  |                  |  |                              |       |       |       |       |       |       |       |       |       |       |       |                   |      |
| TOTAL     |  |                 |  |             |  |                  |  | 790                          | 774   | 796   | 781   | 790   | 774   | 796   | 781   | 790   | 774   | 796   | 781   | 790               | 781  |

Done

Internet

FIG. 55

*Member*

**OUTLOG**
**HOME**

## Franchisee

## Reports

## Personal Info

## Legal Information

2013

## Landed Cost Report

Restaurant Number:

0003473

Date: 10/22/00

## Retrieval

5600

Printer Friendly Version  
**Restaurant Landed Cost Verification Report**

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

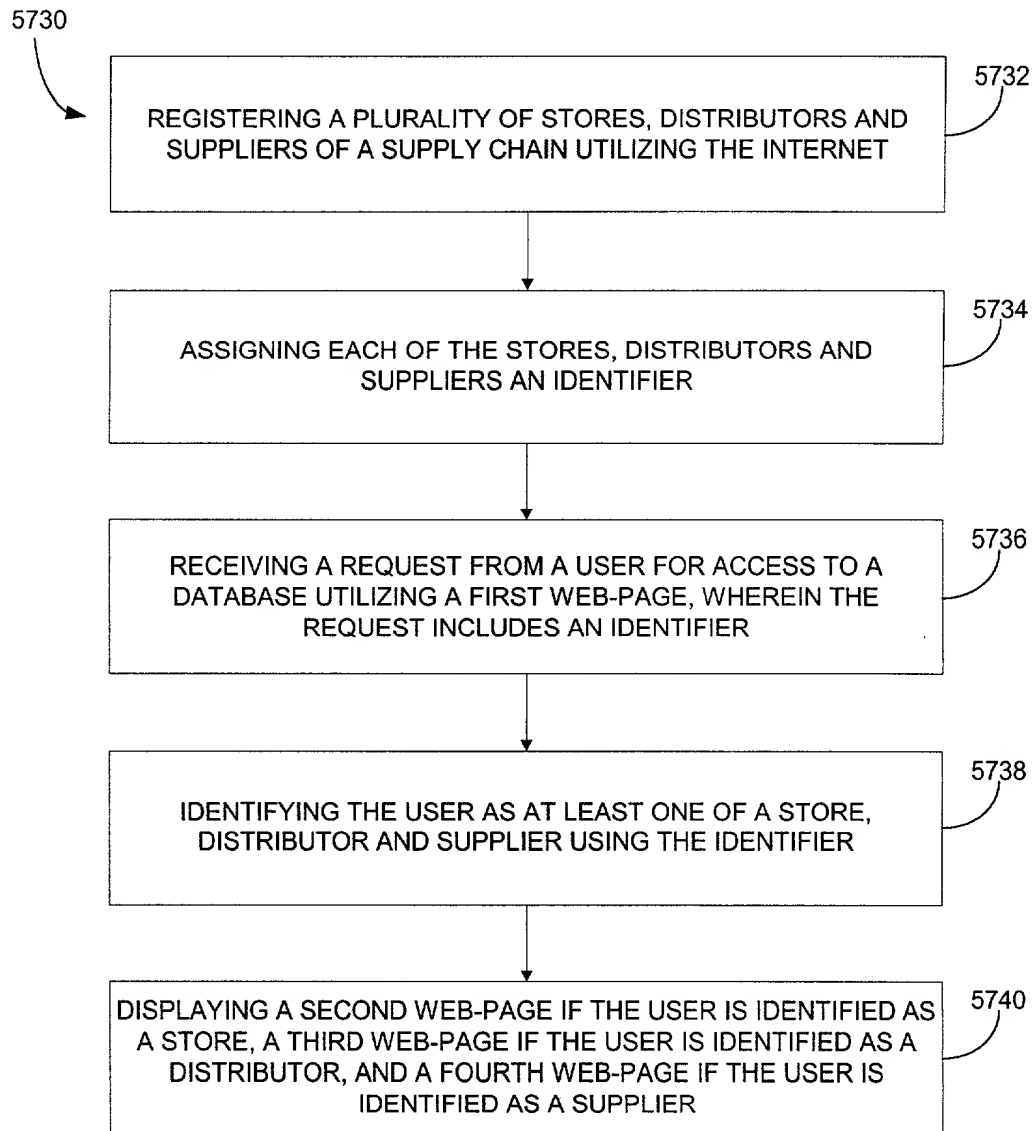
Contact Number: 305-529-3409

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| DC Item No. | RSI Item No | RSI Item Description               | DC Cost | Markup | Rest Cost |
|-------------|-------------|------------------------------------|---------|--------|-----------|
| 10840       | 4439        | REGISTER TAPE THERMAL 2.25" X 165' | \$21.27 | \$1.57 | \$22.84   |
| 12860       | 3586        | SUGAR SUBSTITUTE PINK PKT 2000 CT  | \$5.87  | \$1.57 | \$7.44    |
| 18988       | 369         | SAUCE-BULK-KRAFT BULLSEYE          | \$24.48 | \$1.57 | \$26.05   |
| 19432       | 4473        | COFFEE-FOLGERS REGULAR             | \$44.50 | \$1.57 | \$46.07   |
| 20788       | 67          | MUSTARD-BULK 3 GAL                 | \$6.45  | \$1.57 | \$8.02    |
| 20940       | 4281        | WRAP-LOCAL OPTION                  | \$29.78 | \$1.57 | \$31.35   |
| 24340       | 66          | SAUCE-BULK MAYONNAISE              | \$7.81  | \$1.57 | \$9.38    |
| 24500       | 4270        | WATER-ICE MOUNTAIN .5L             | \$6.41  | \$1.57 | \$7.98    |

**FIG. 56**





**FIG. 57**

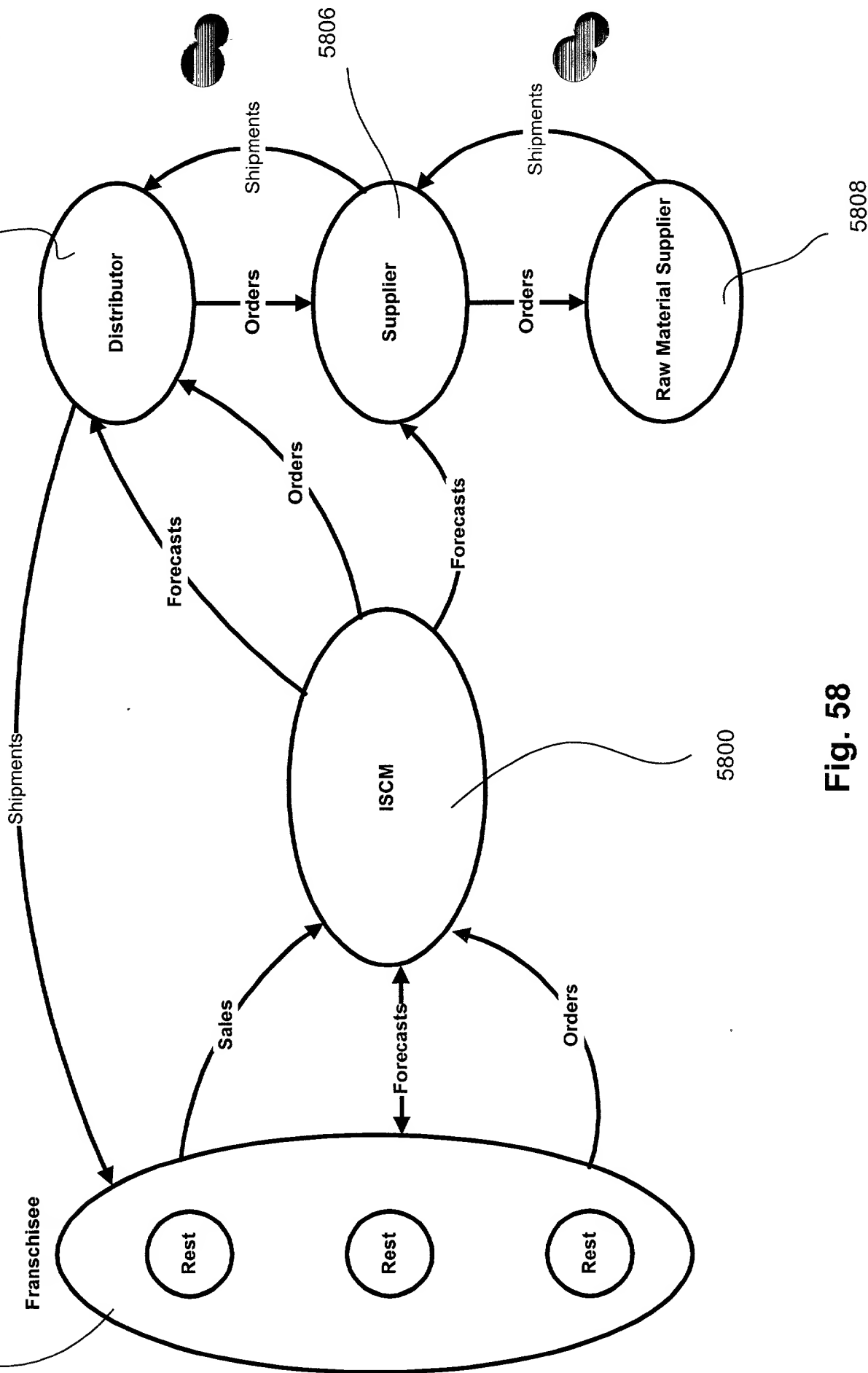
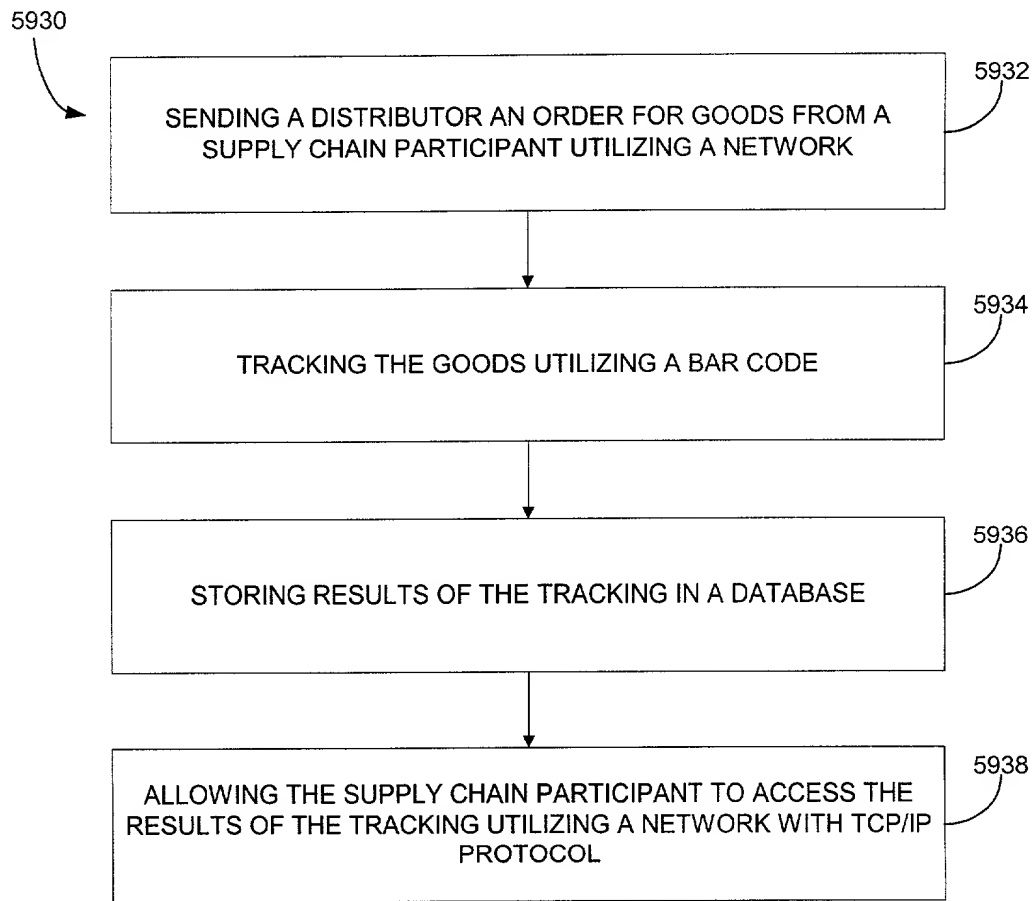


Fig. 58



**FIG. 59**

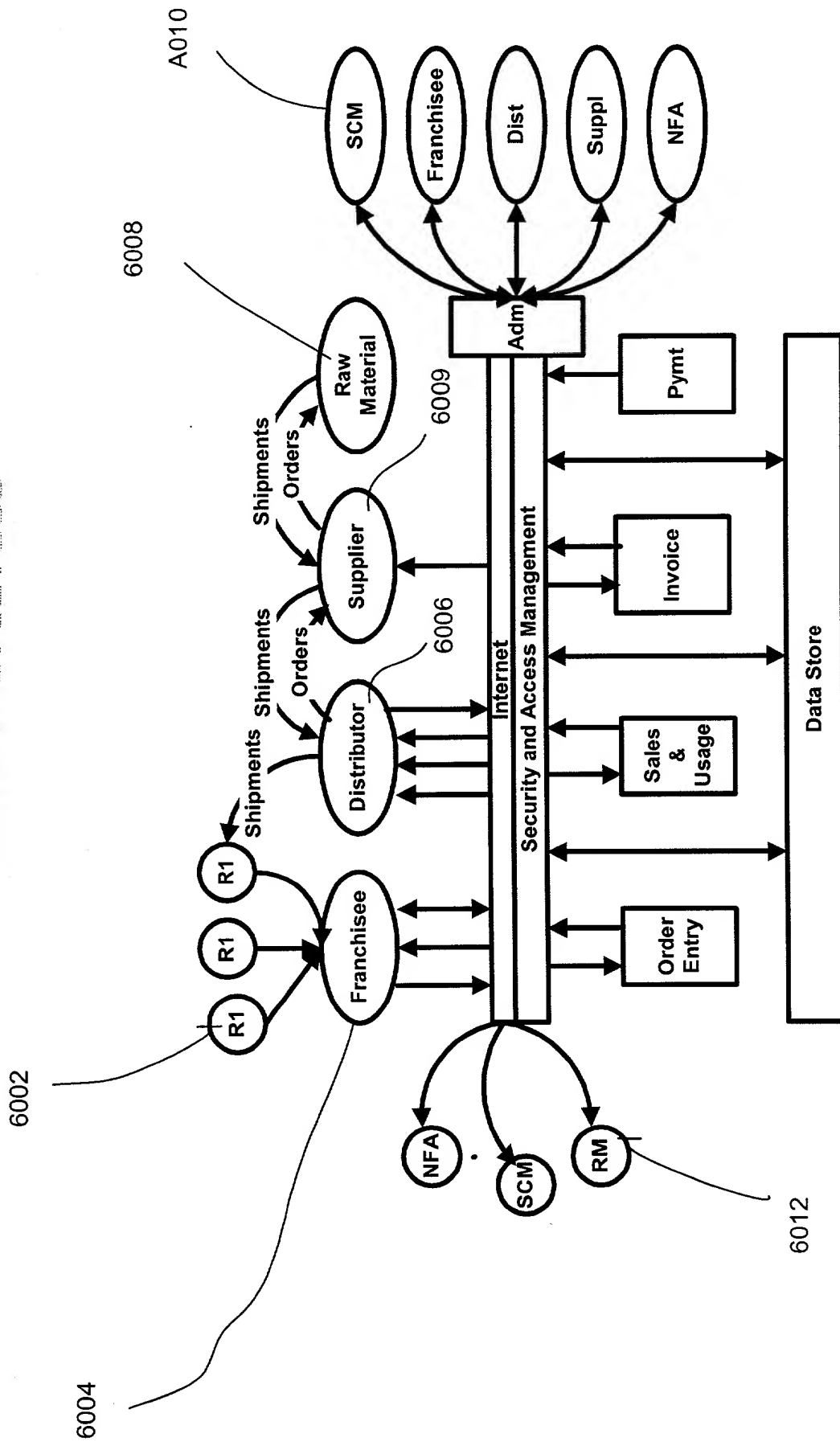


Fig. 60

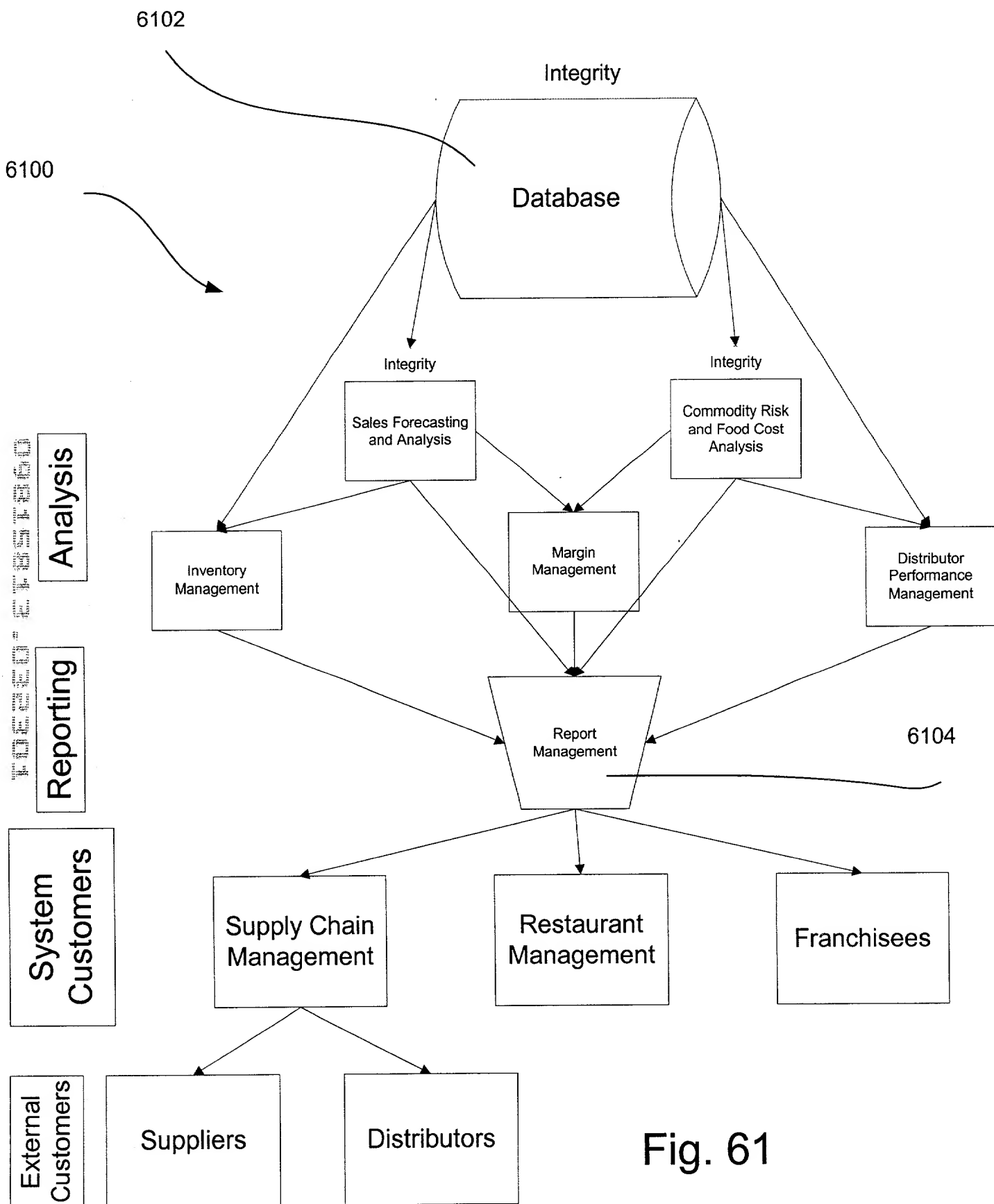
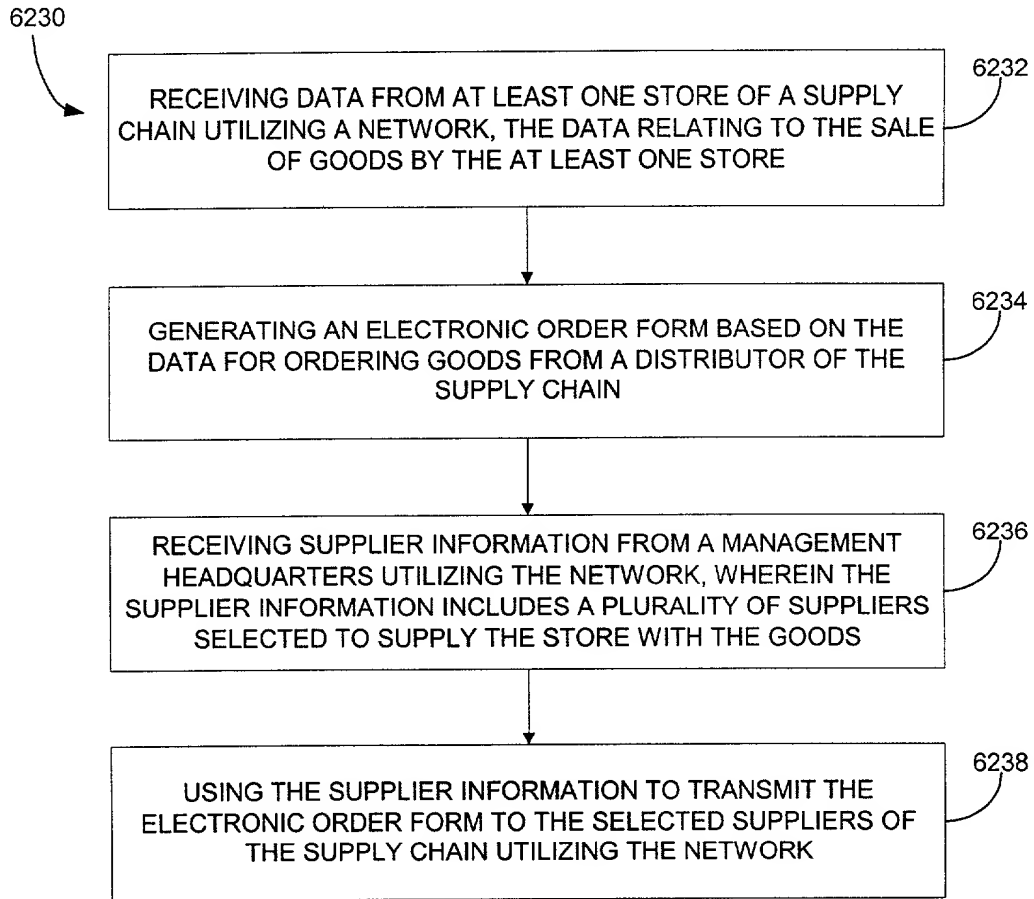


Fig. 61



**FIG. 62**

6300

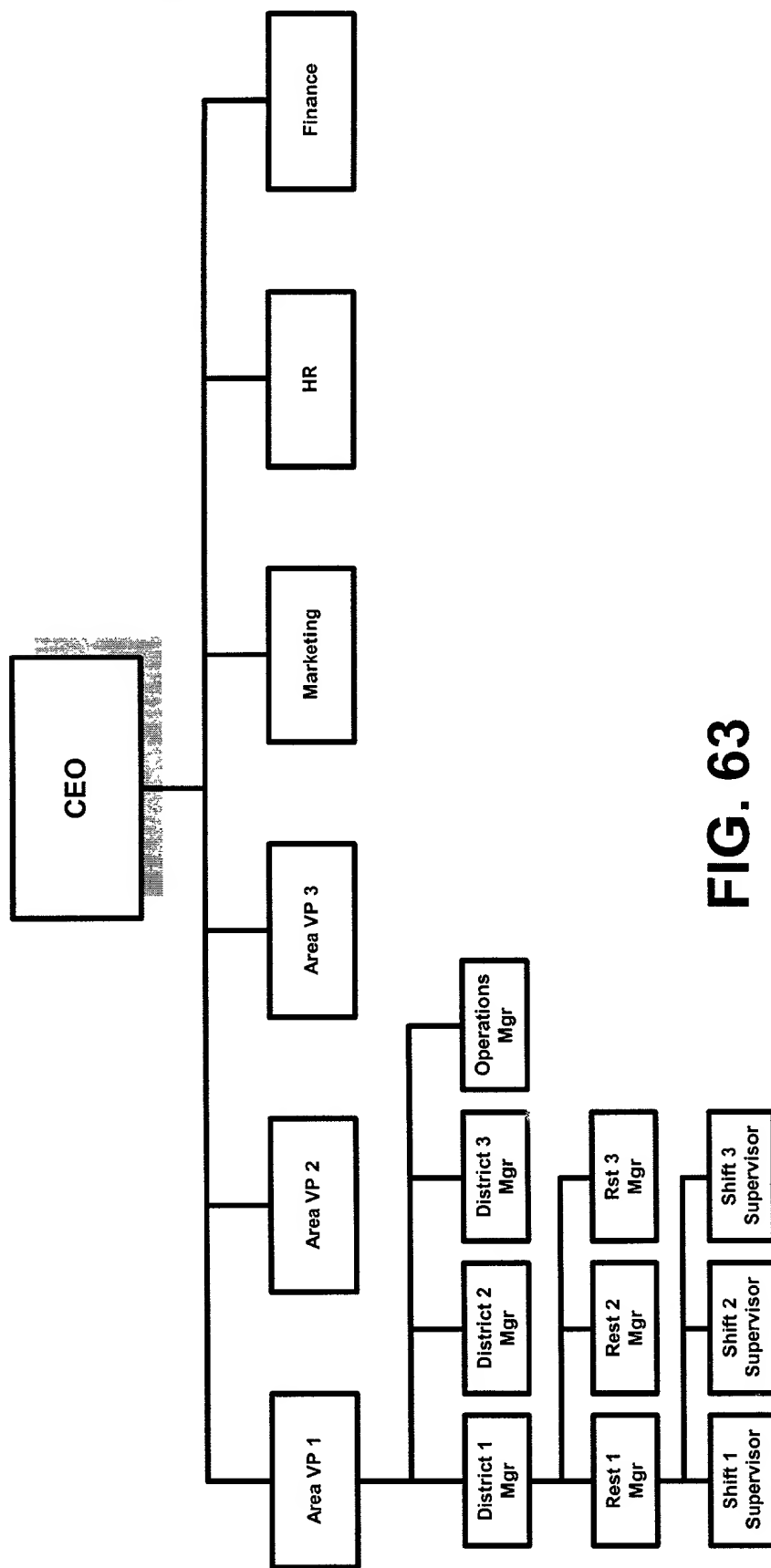
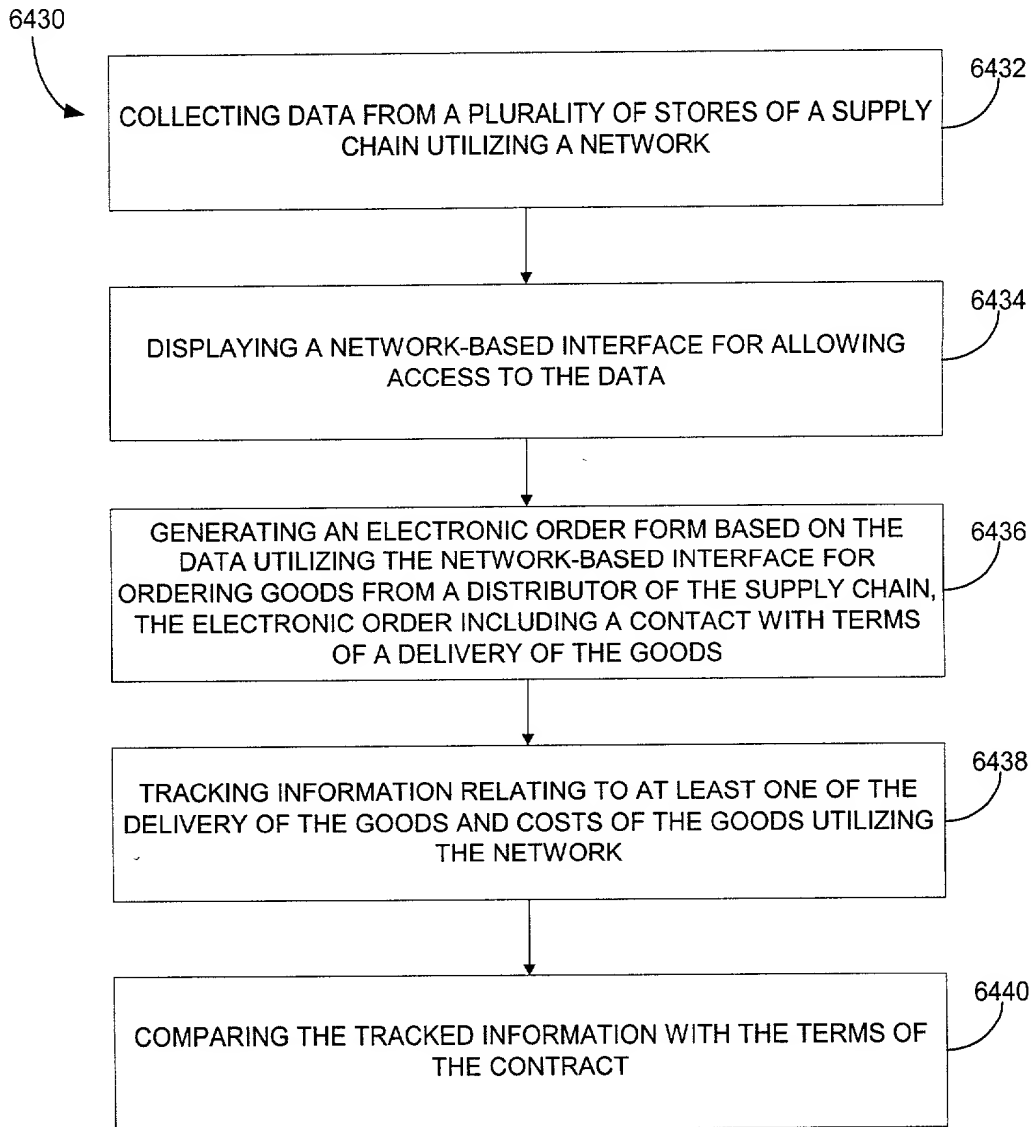
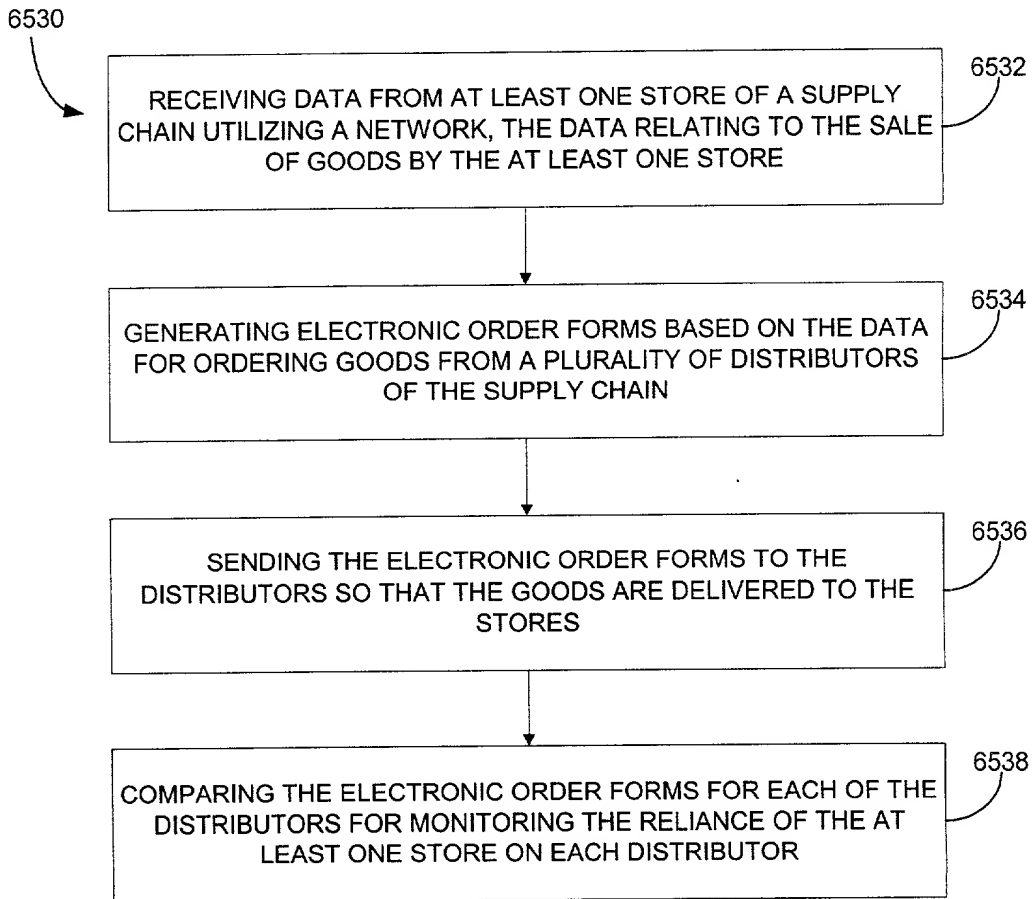


FIG. 63

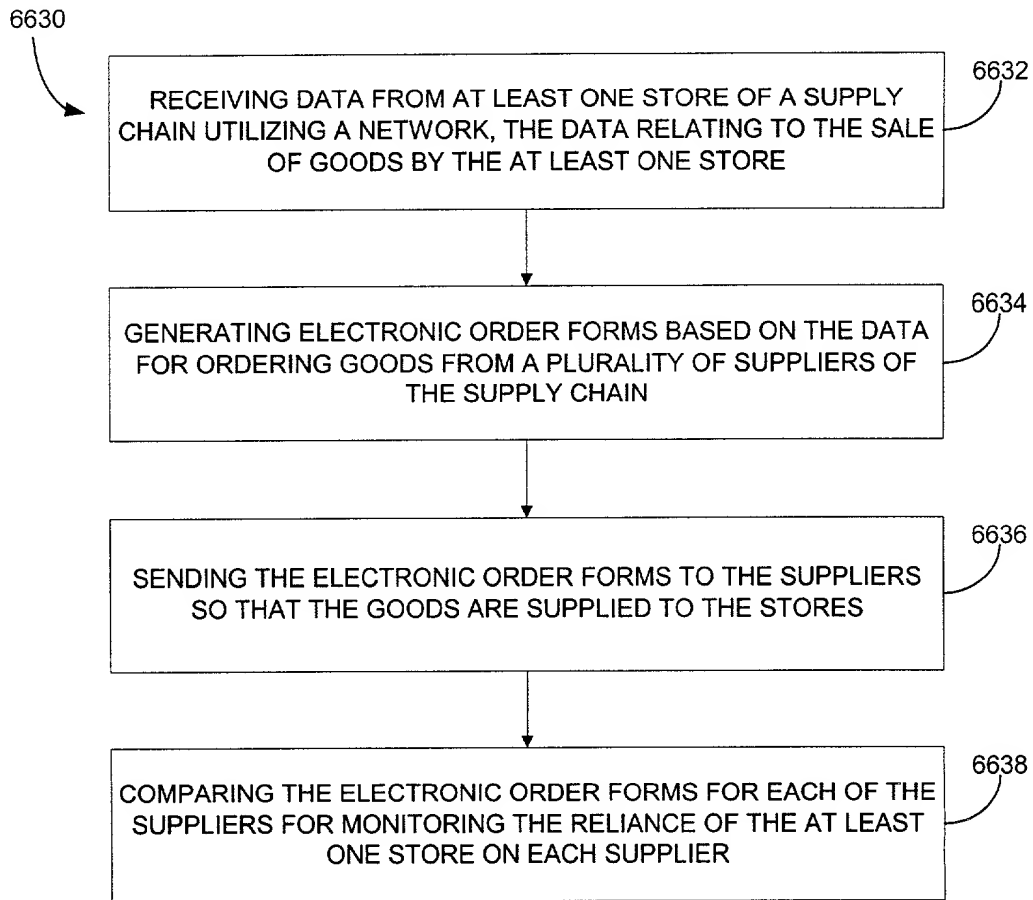


**FIG. 64**

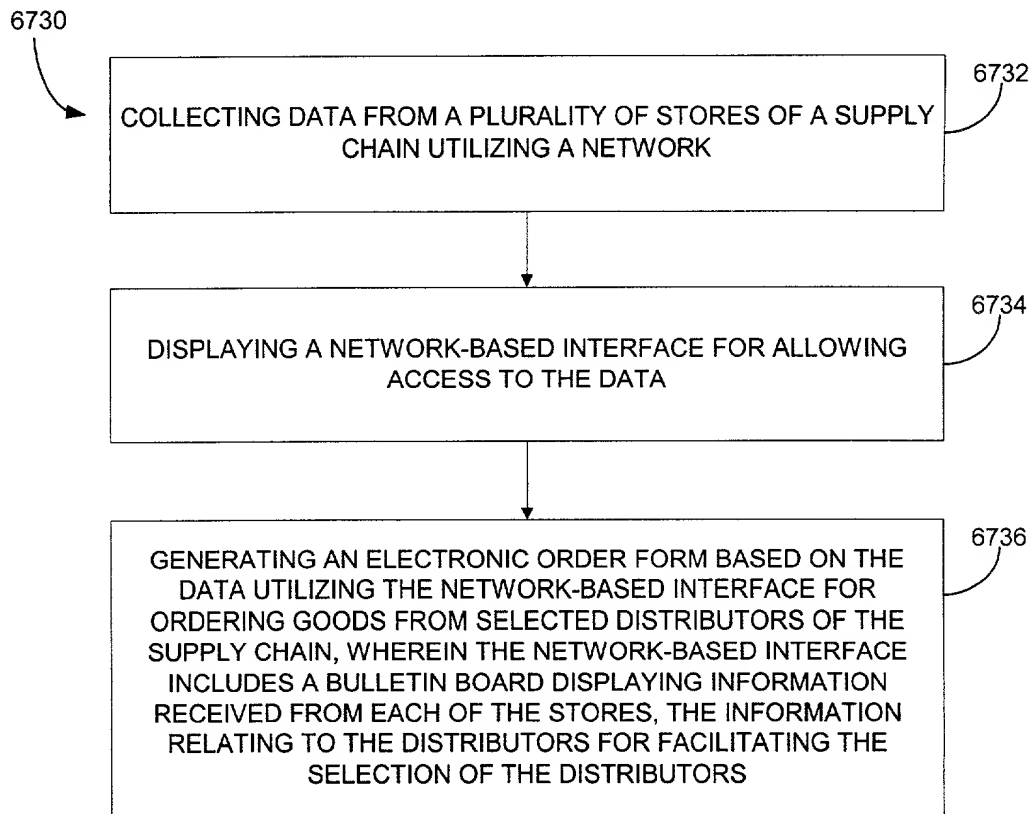




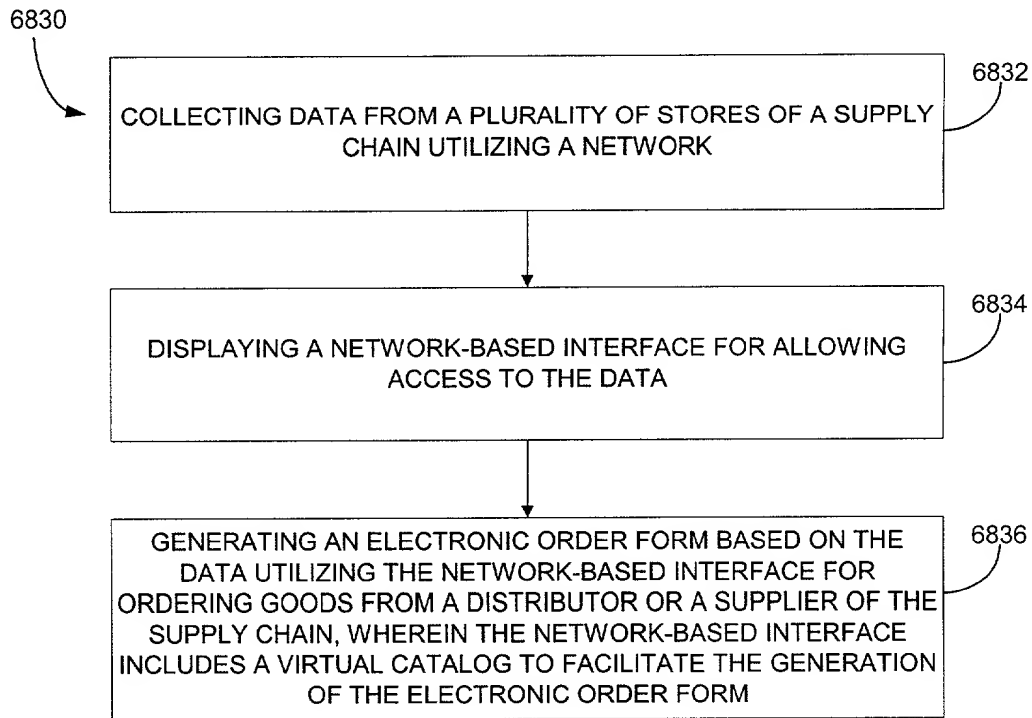
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**

6900

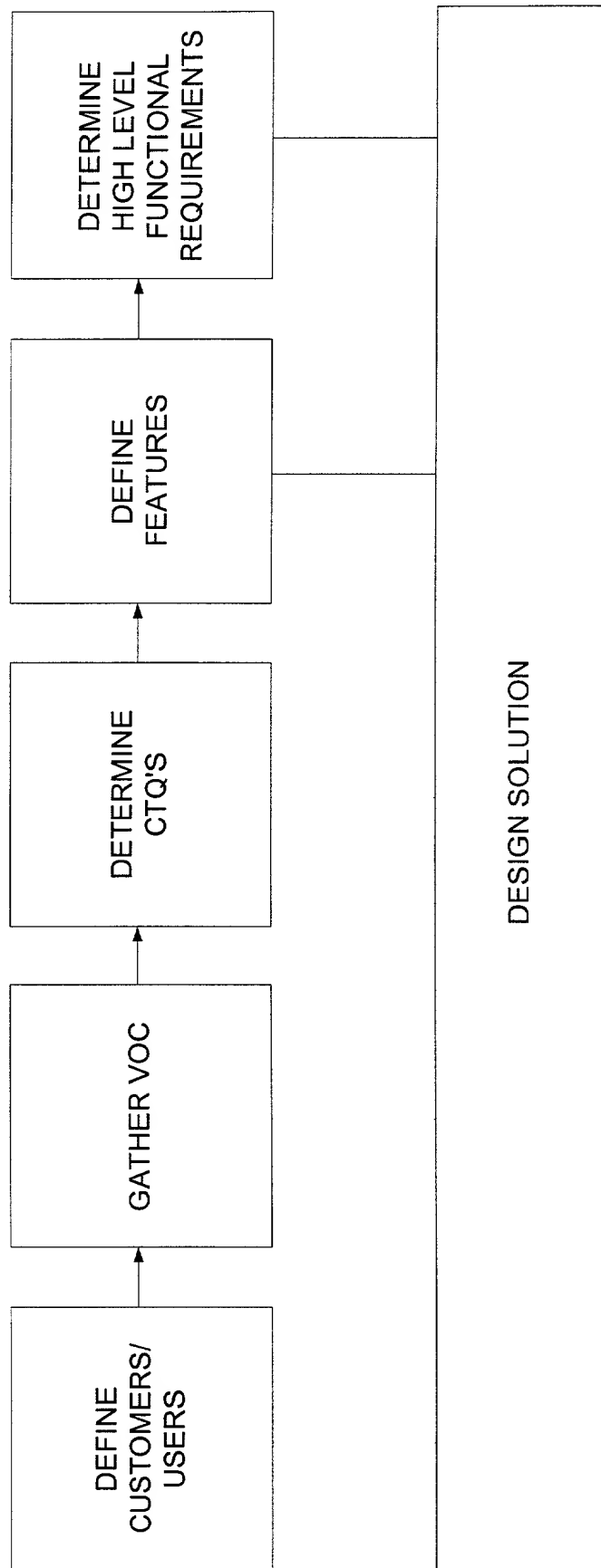
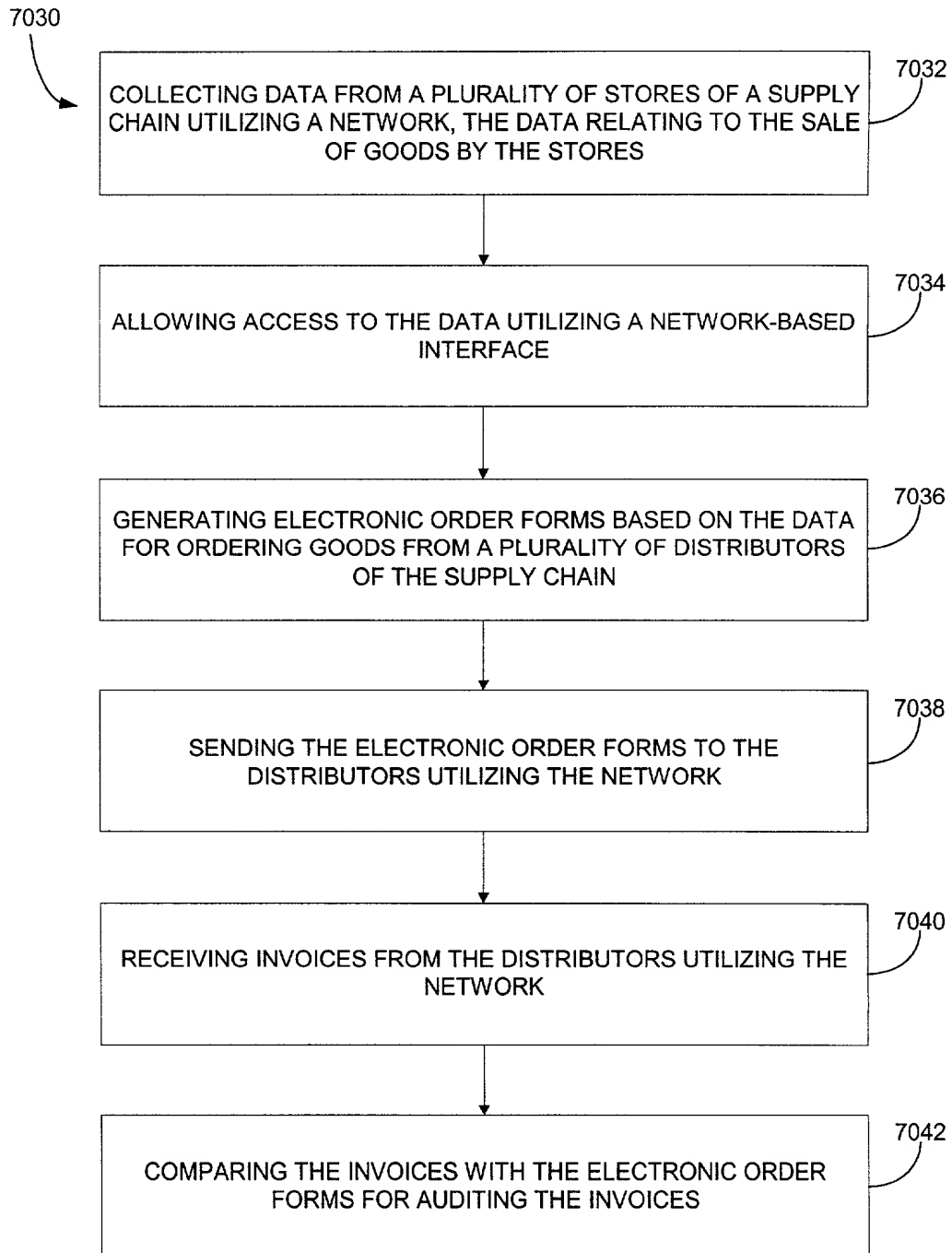
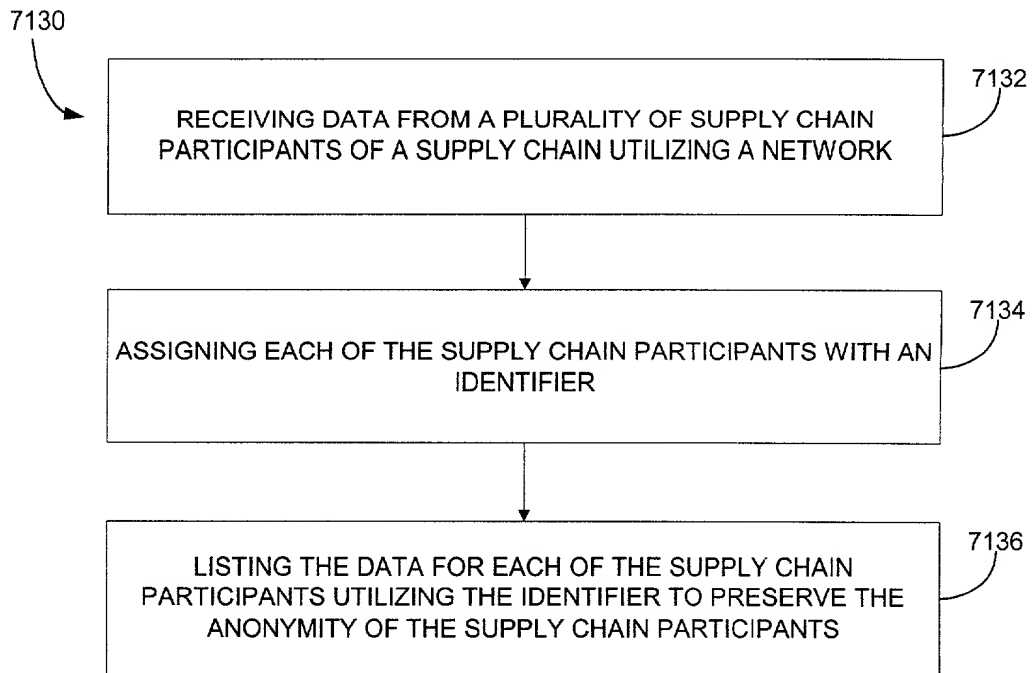


FIG. 69



**FIG. 70**



**FIG. 71**

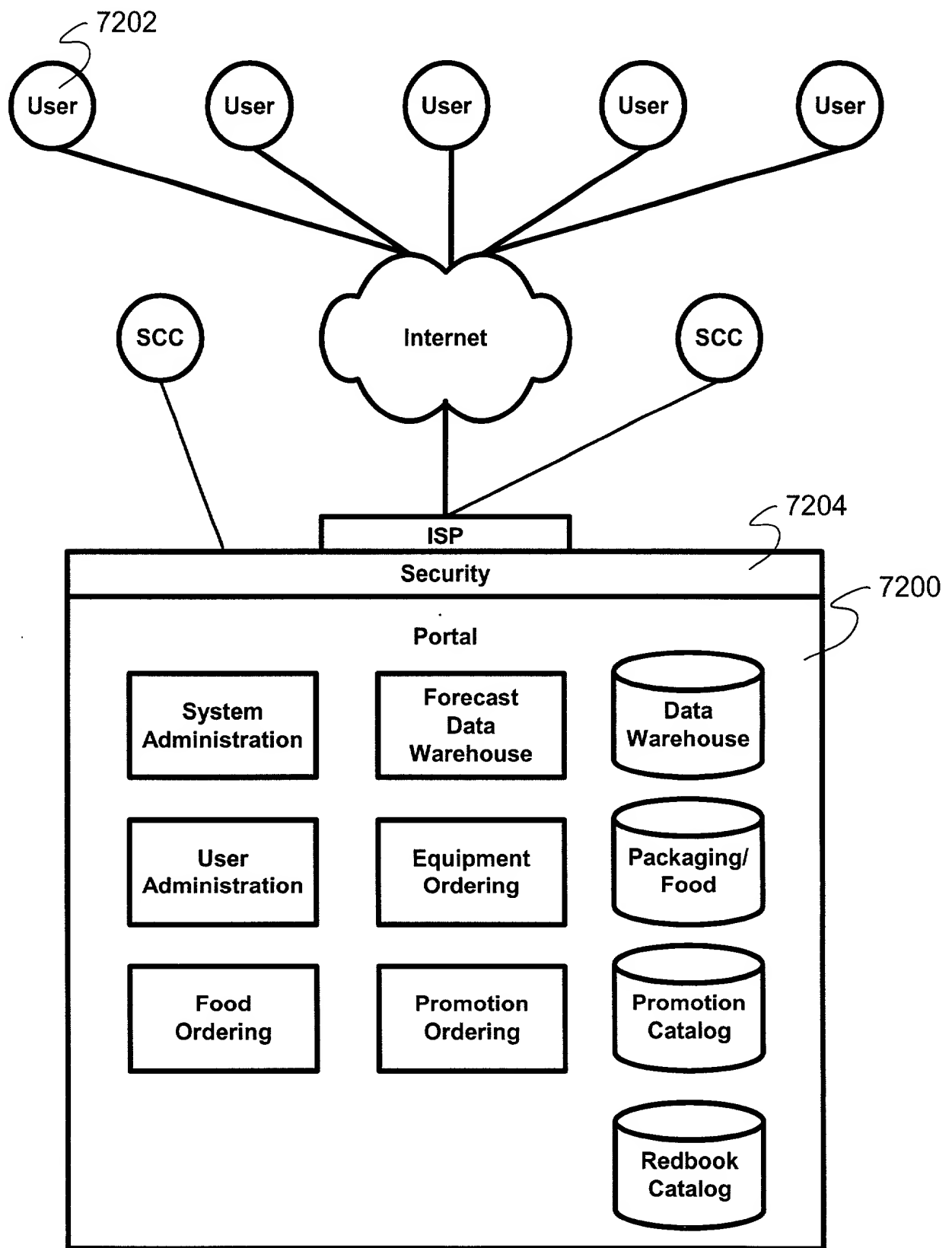


FIG. 72



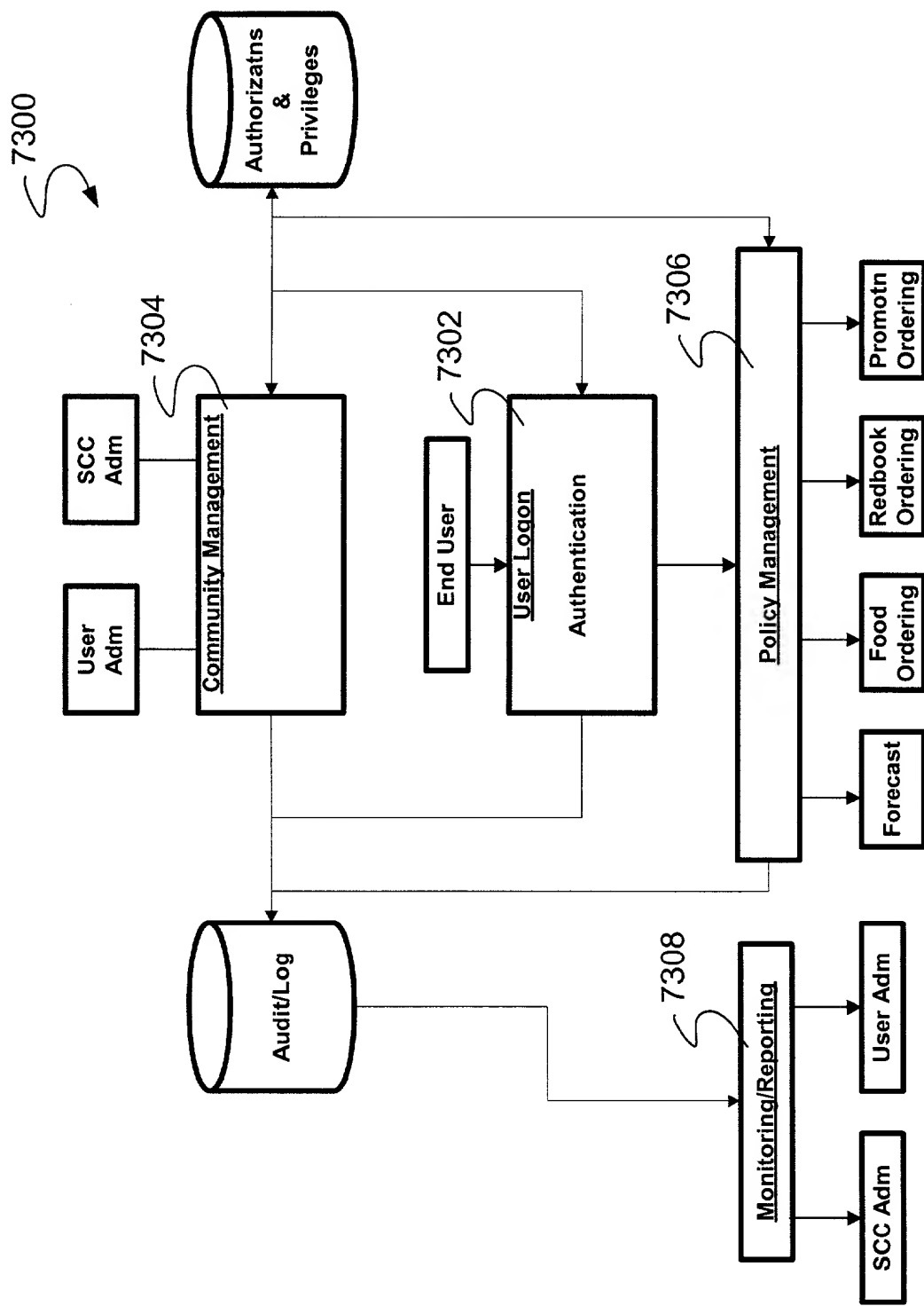


FIG. 73

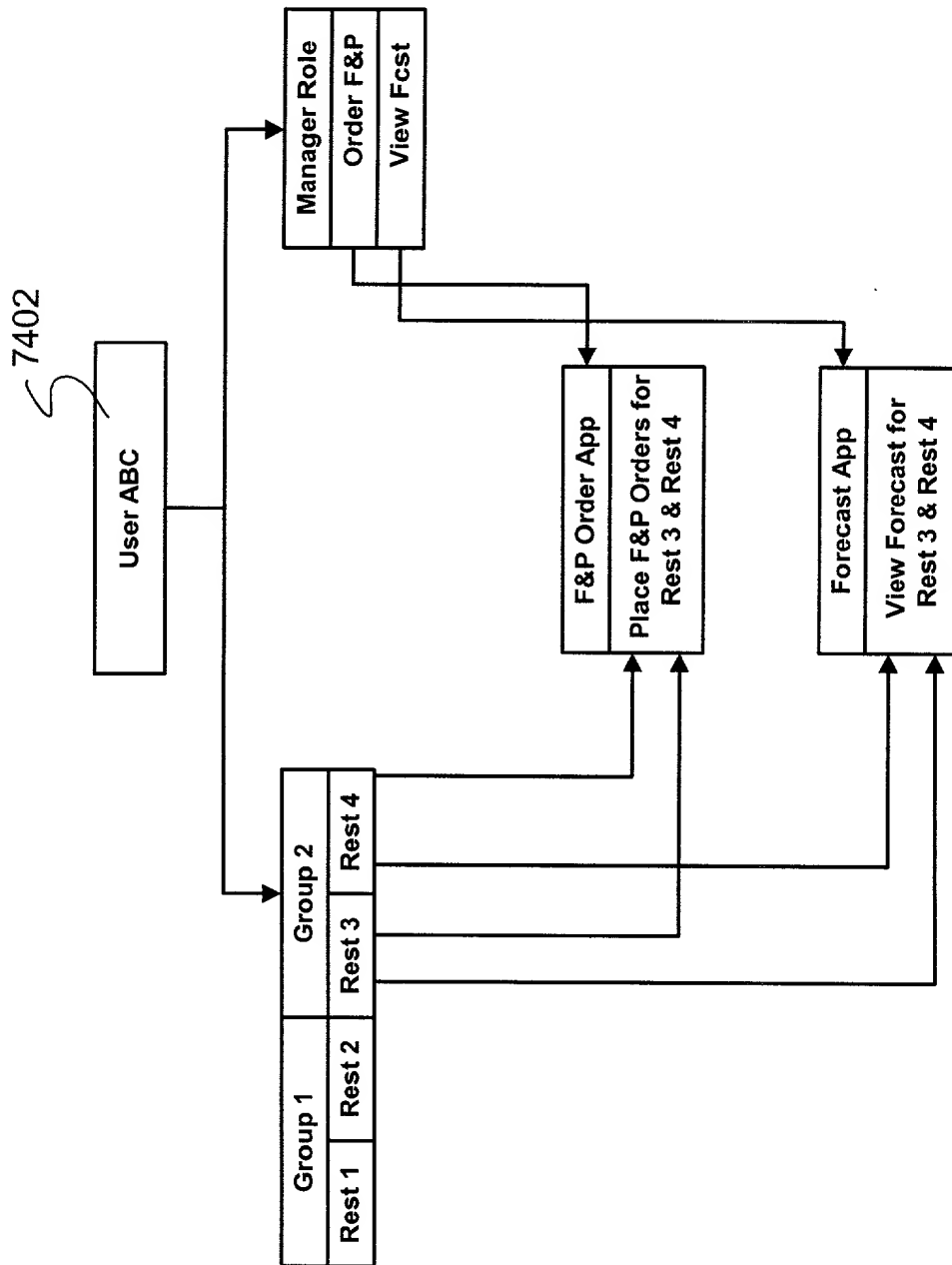


FIG. 74

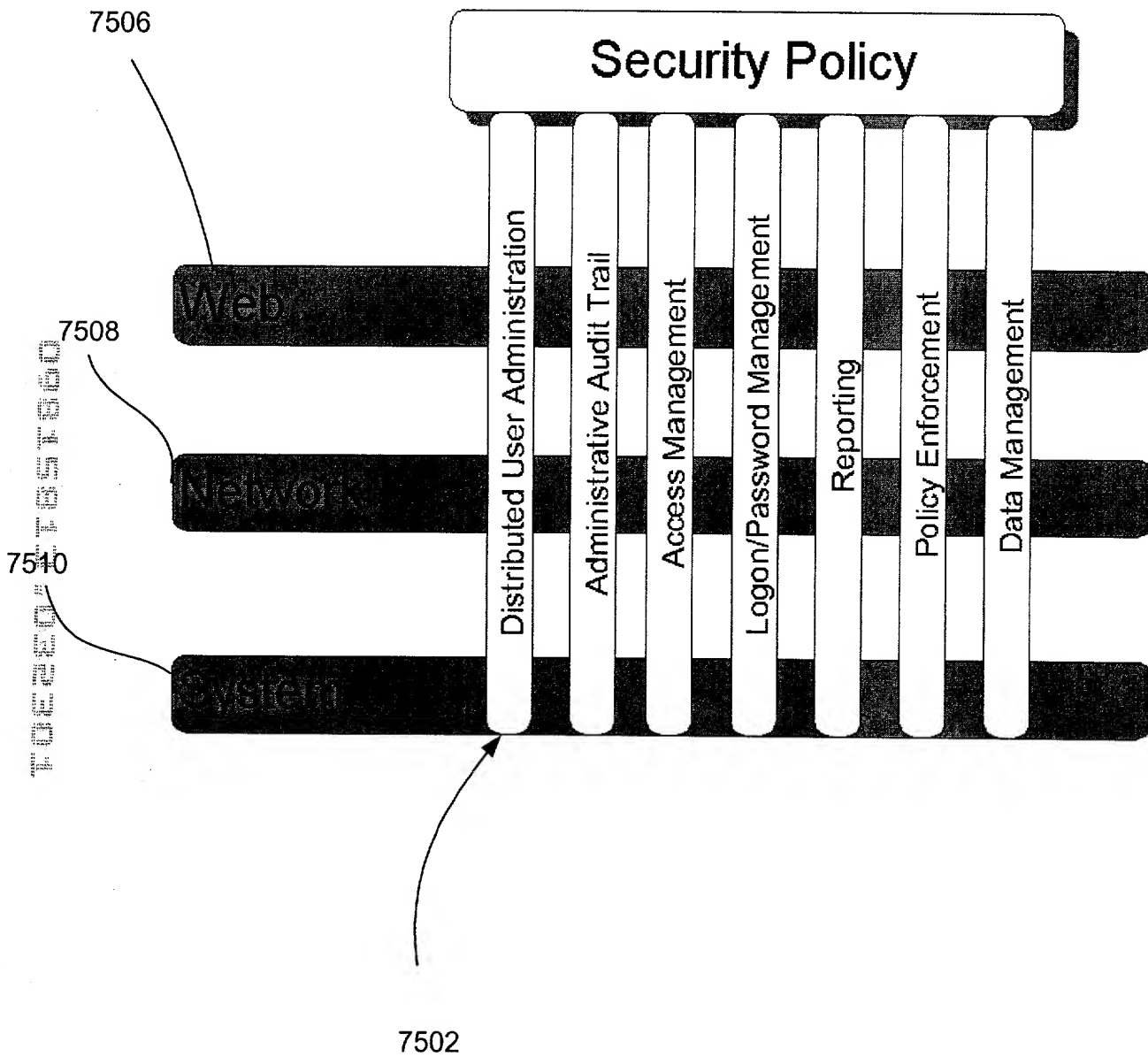
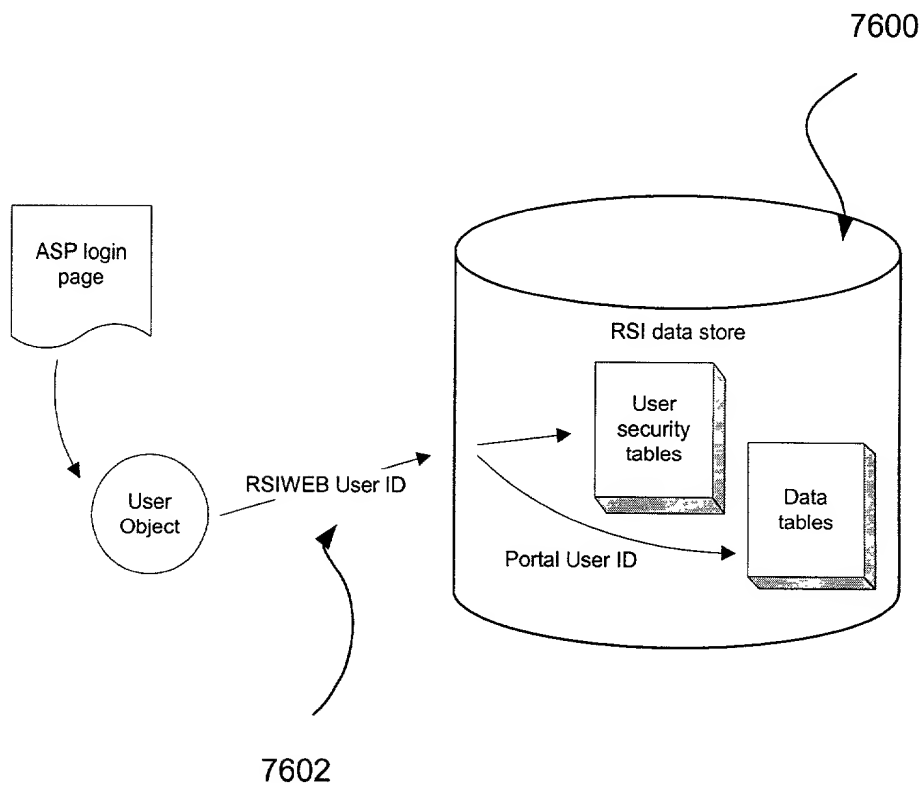


Fig. 75



**Fig. 76**

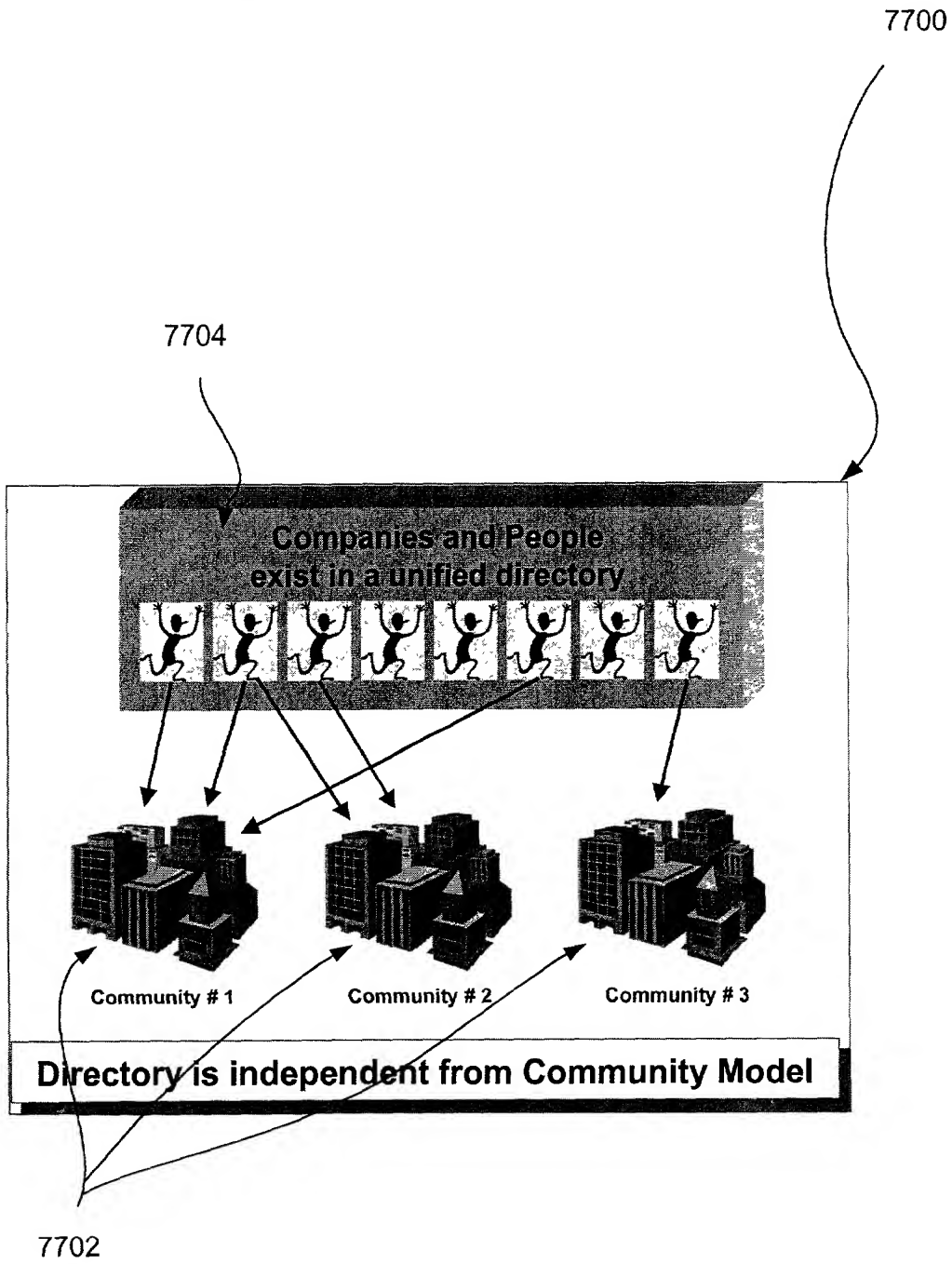


Fig. 77

7800

7802

7804

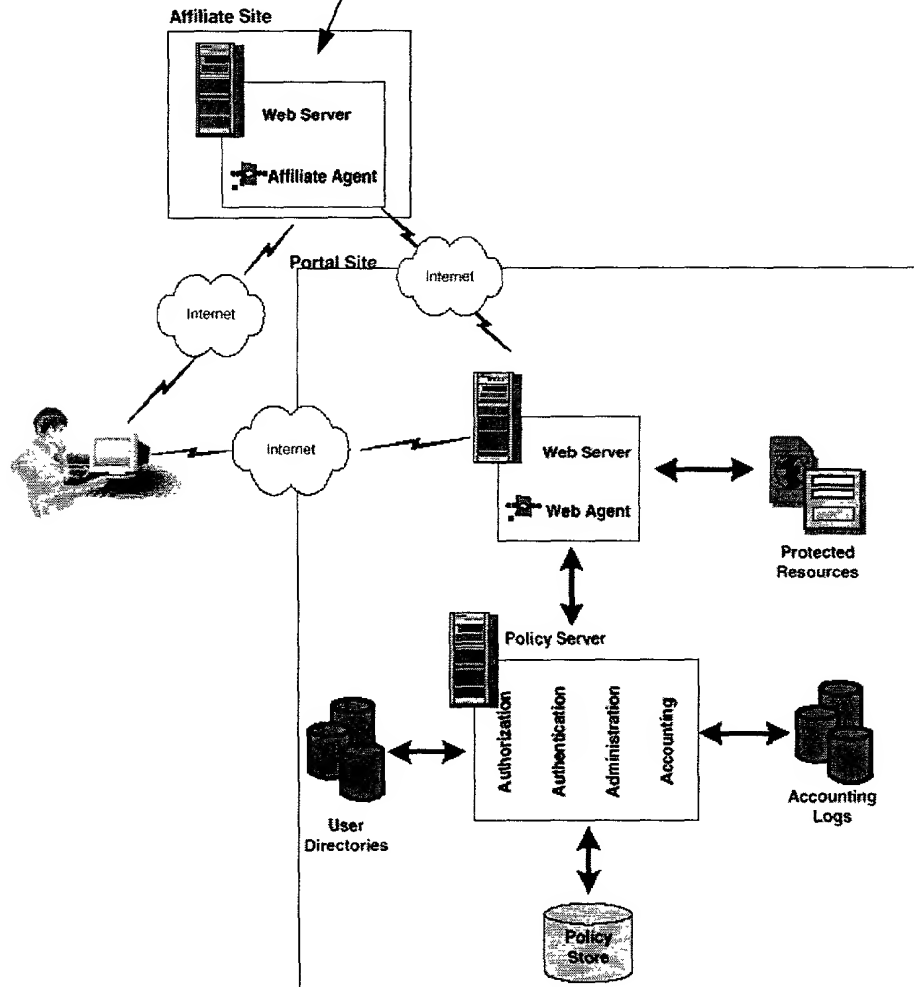
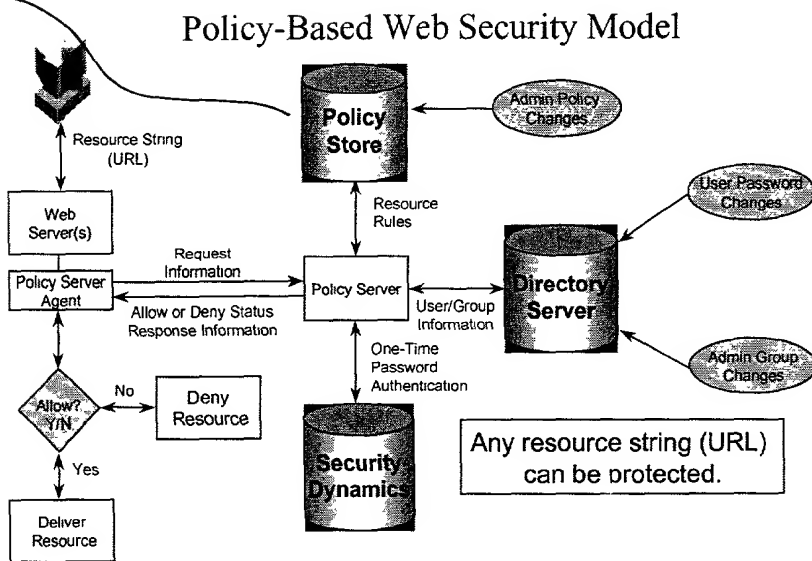


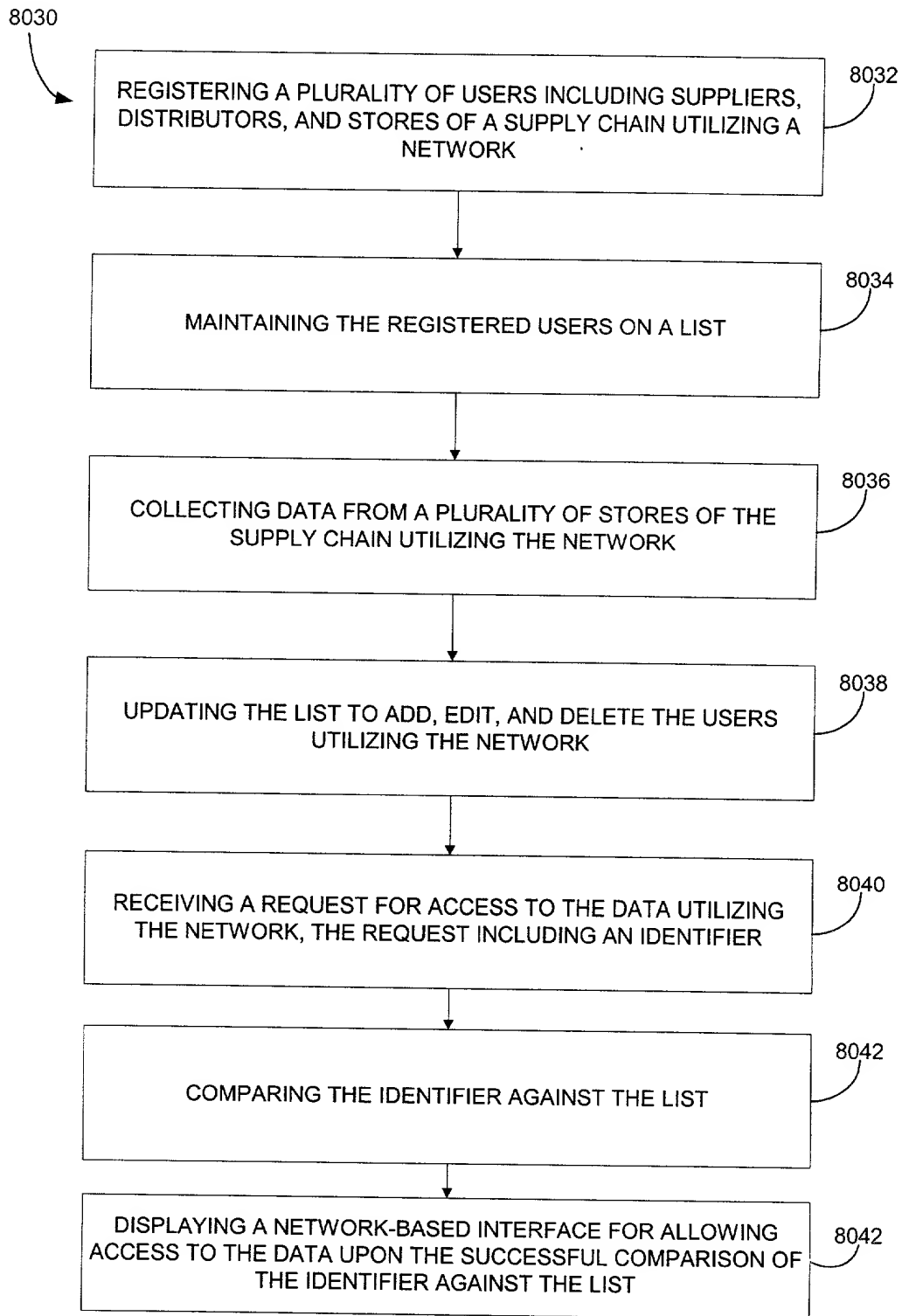
Fig. 78

7900

7902

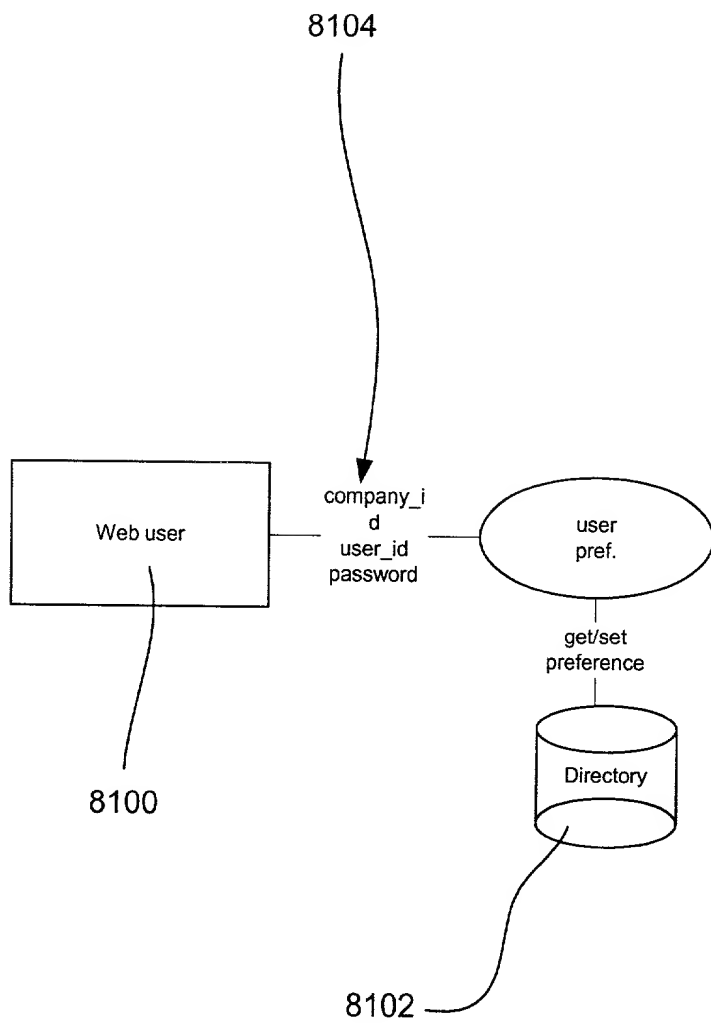


**Fig. 79**



**FIG. 80**





**Fig. 81**

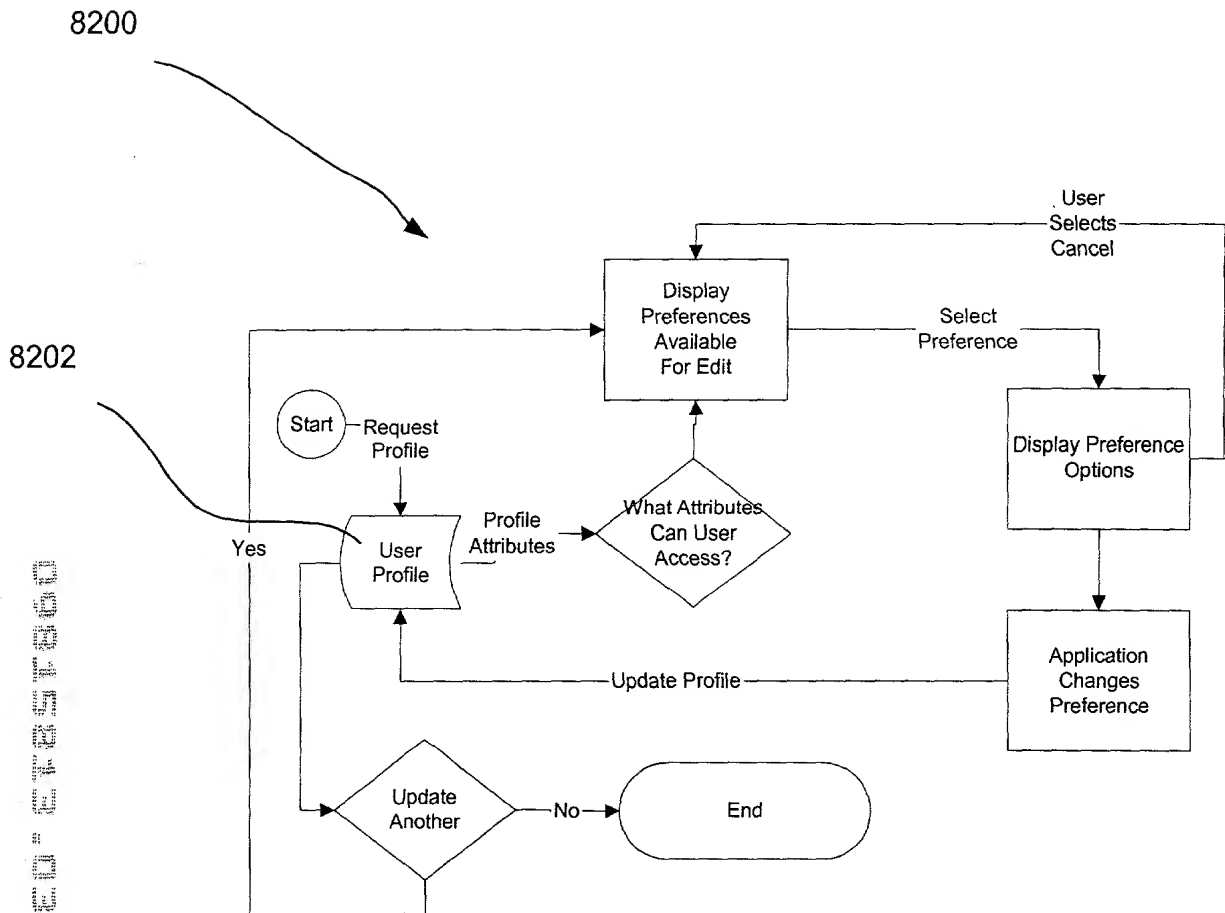
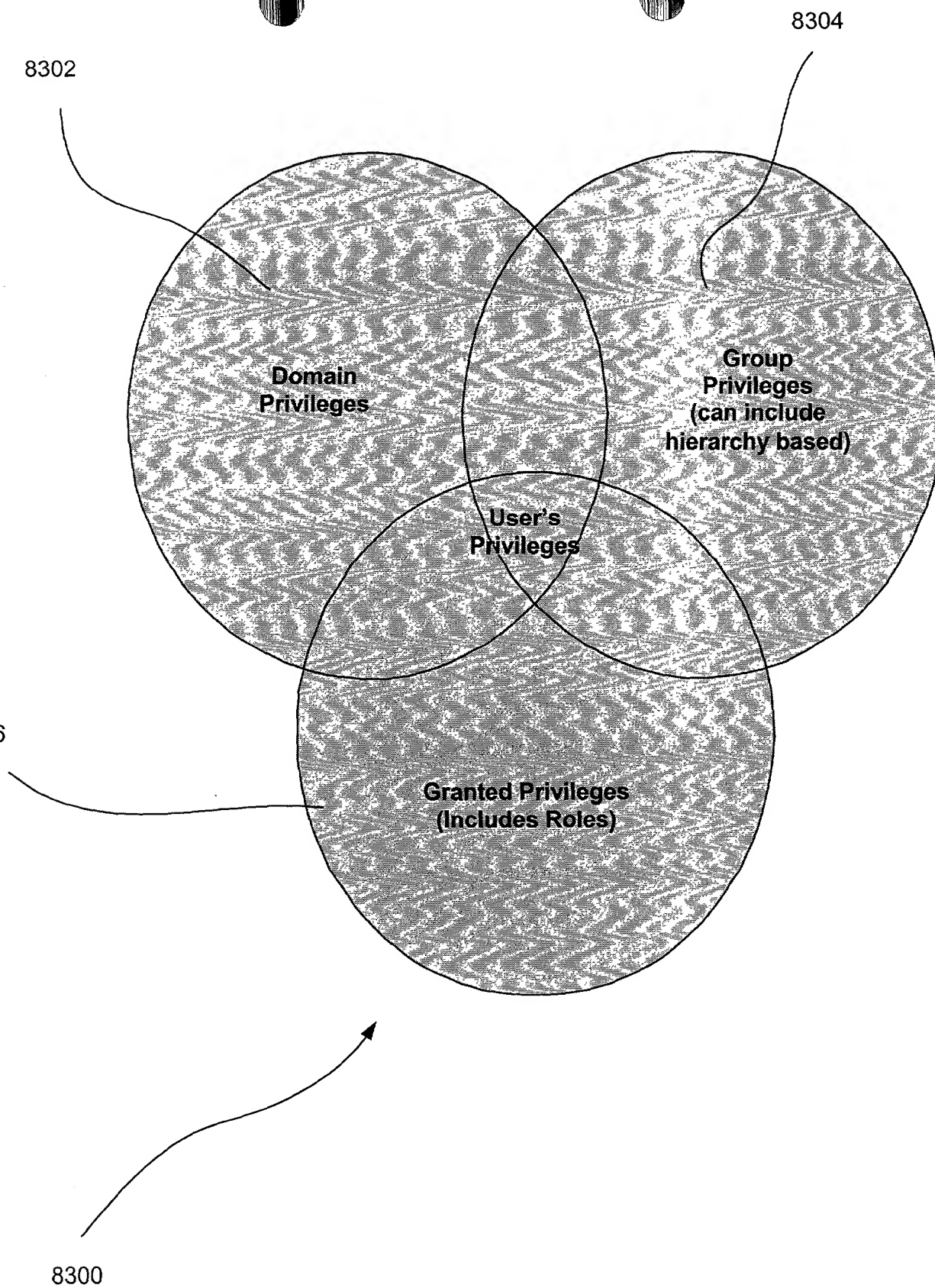
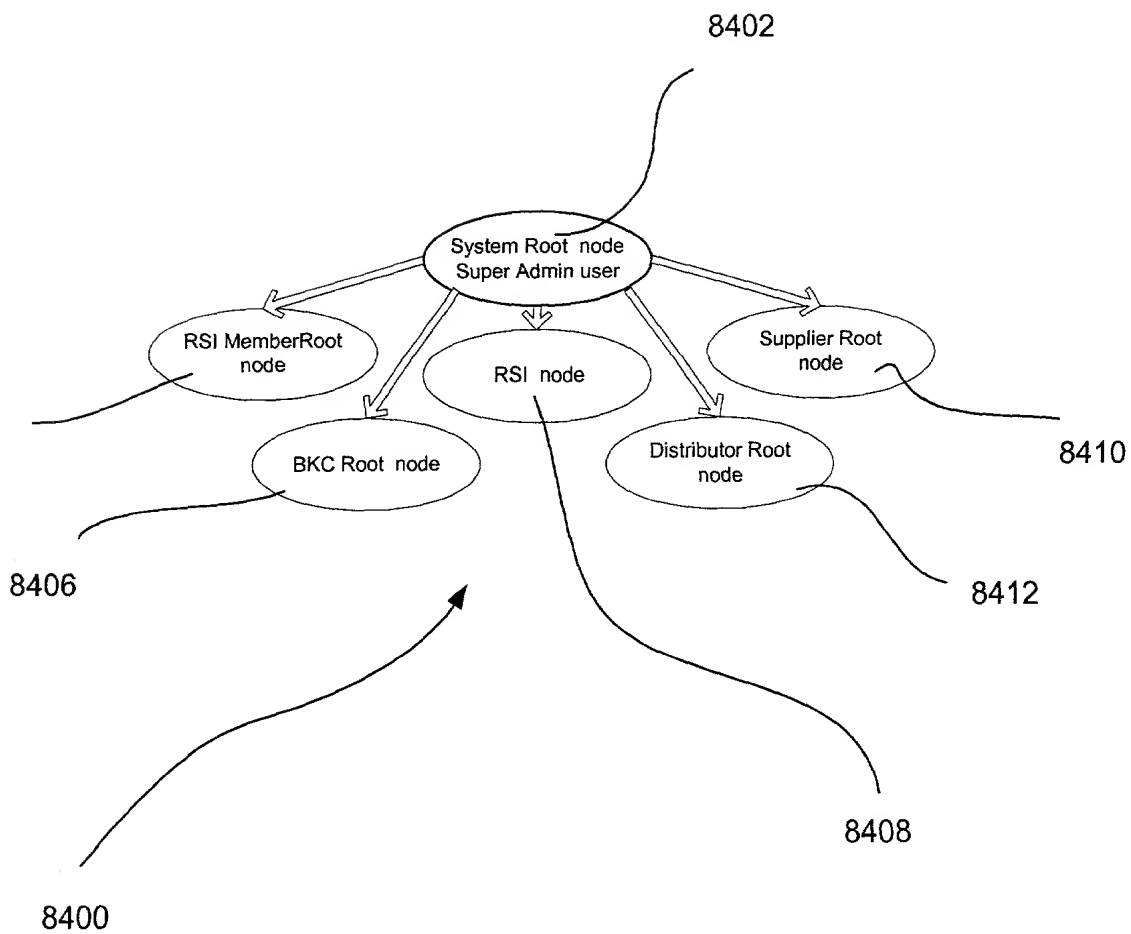


Fig. 82

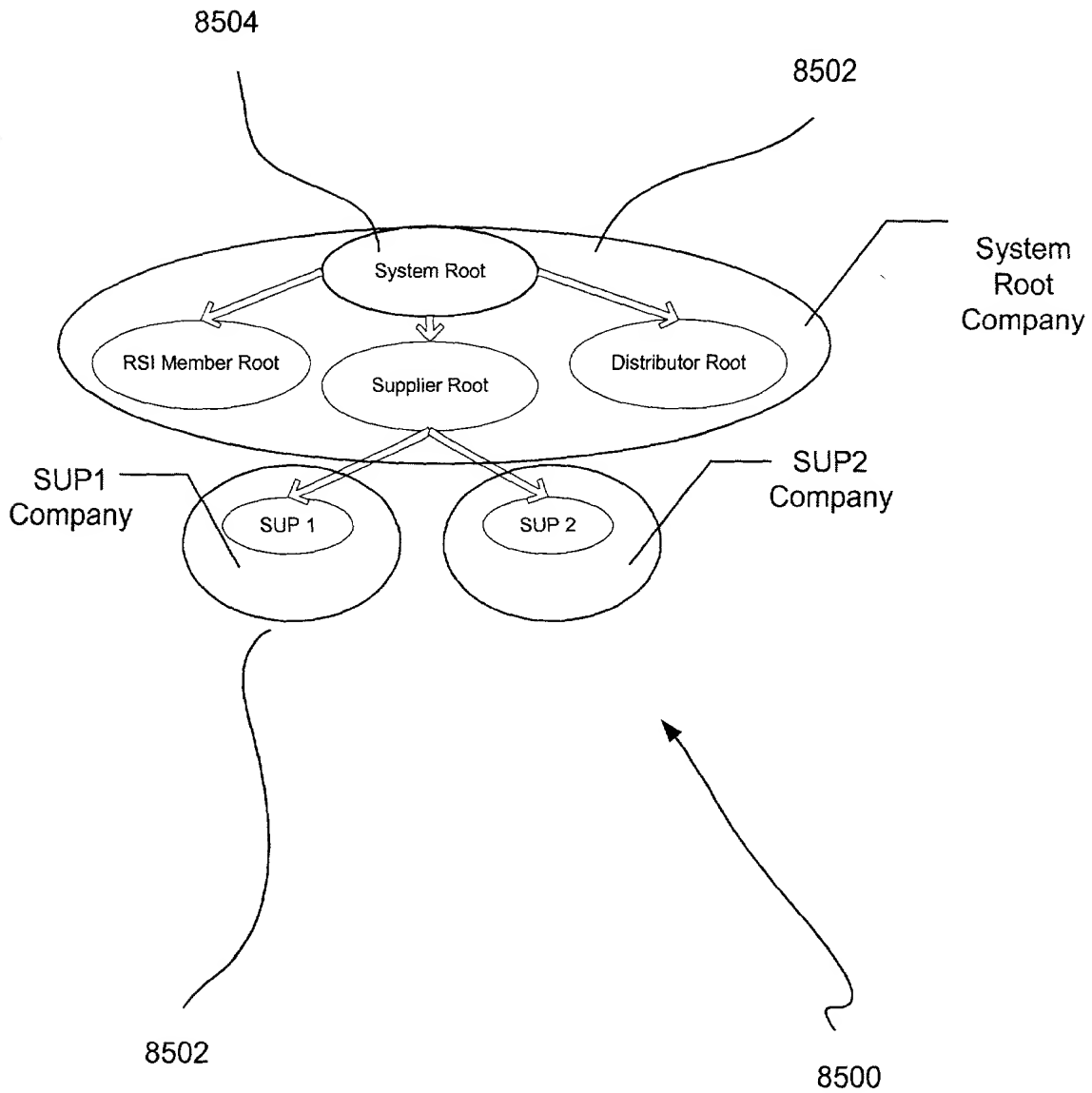
FIG. 83



**Fig. 83**



**Fig. 84**



**Fig. 85**

8600

8602

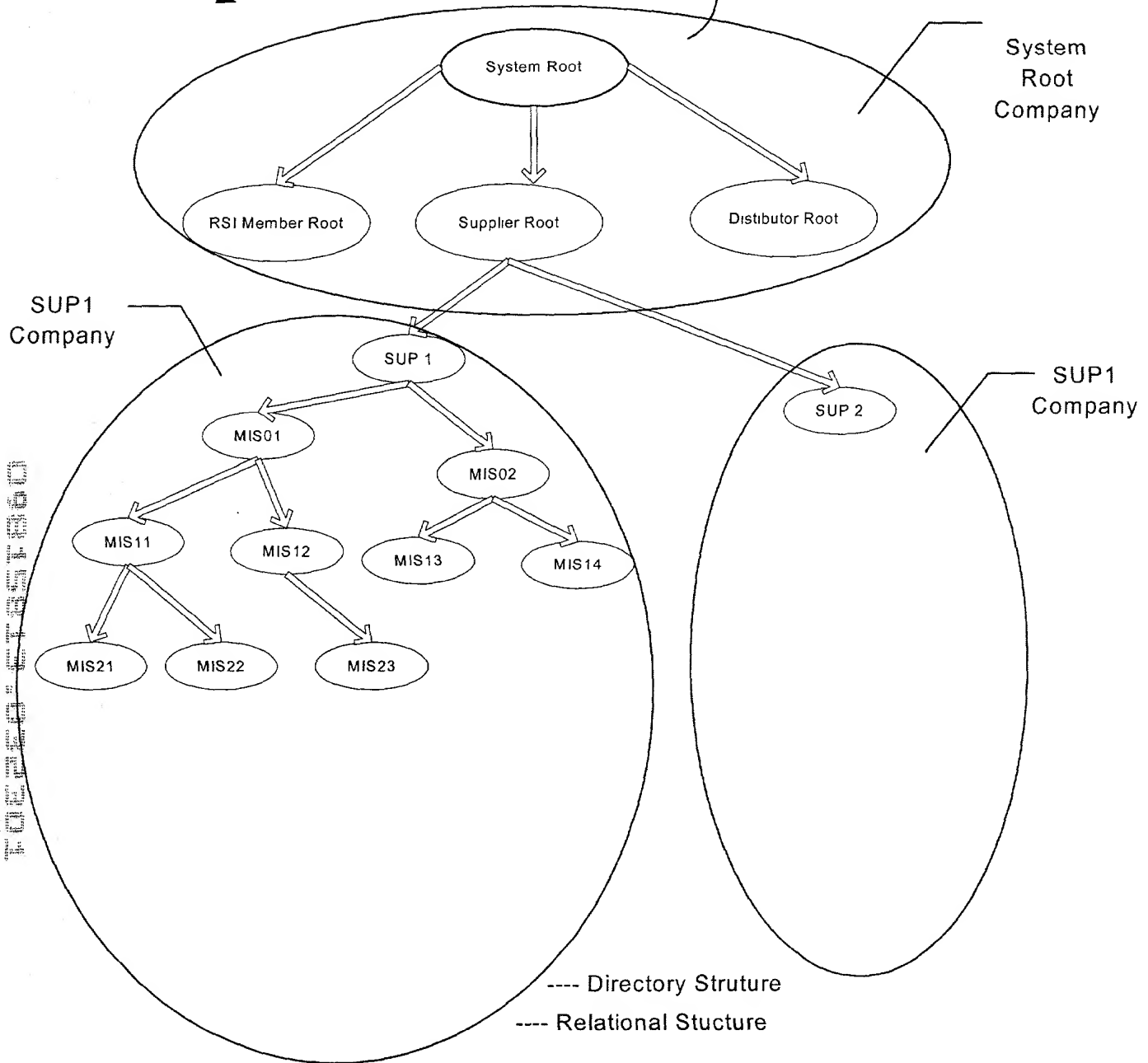


Fig. 86

Group Hierarchy Management: Data Flow

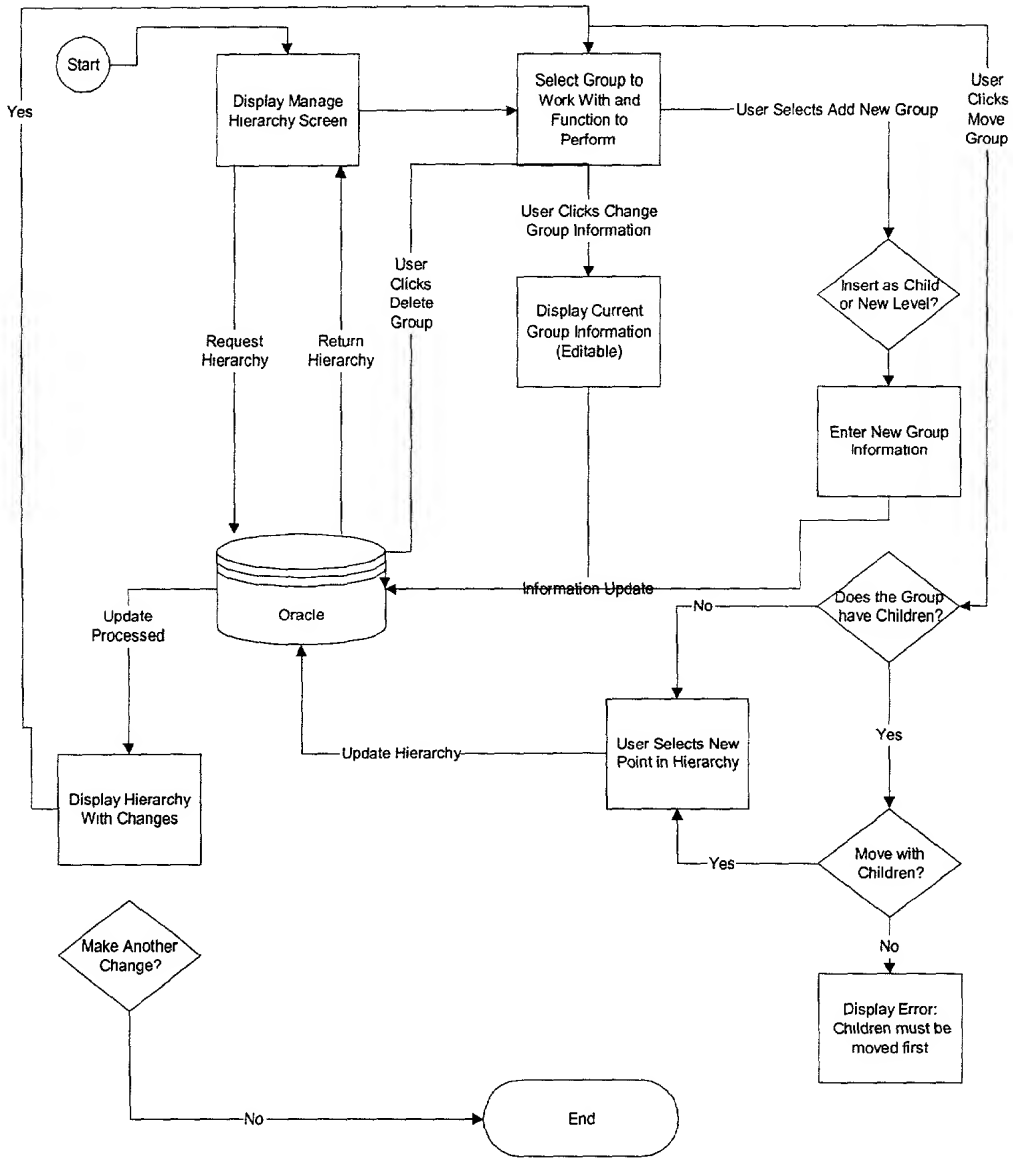


Fig. 87

8800

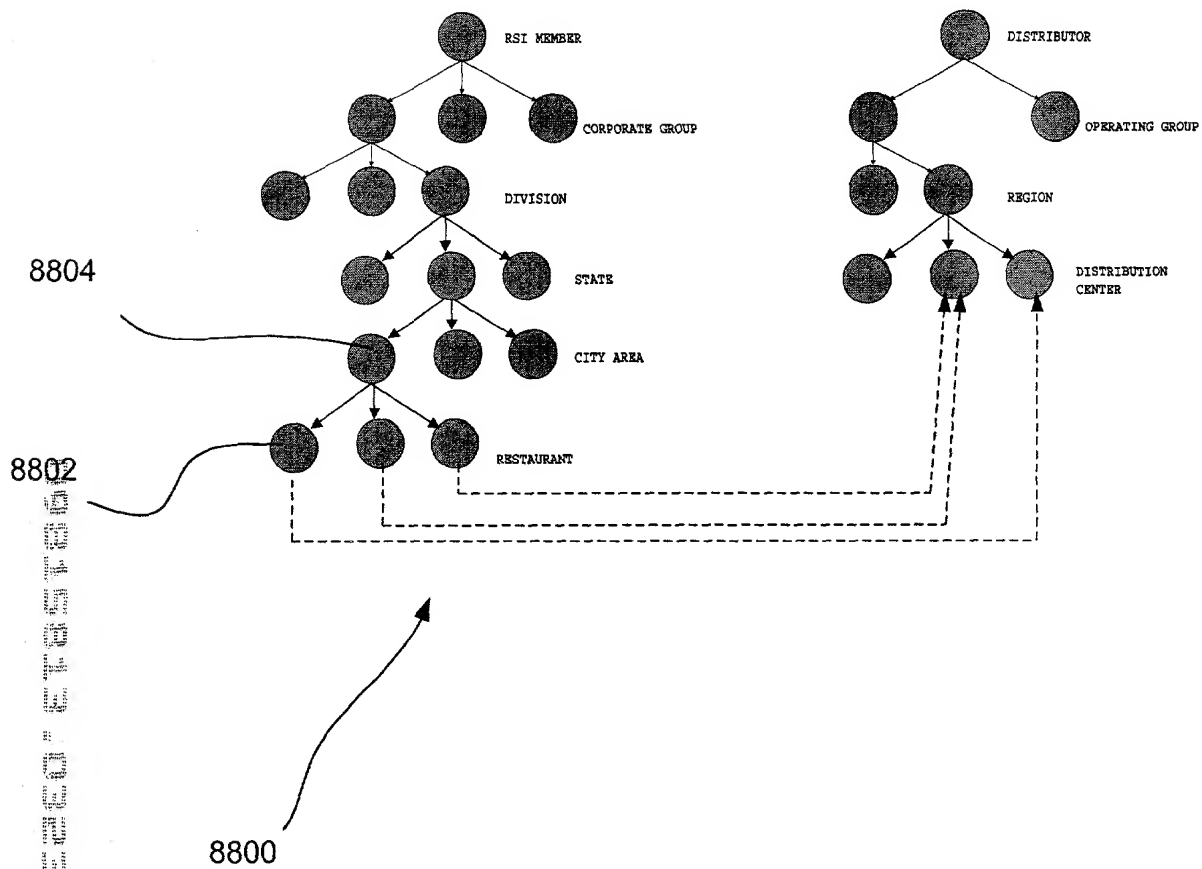


Fig. 88



8902

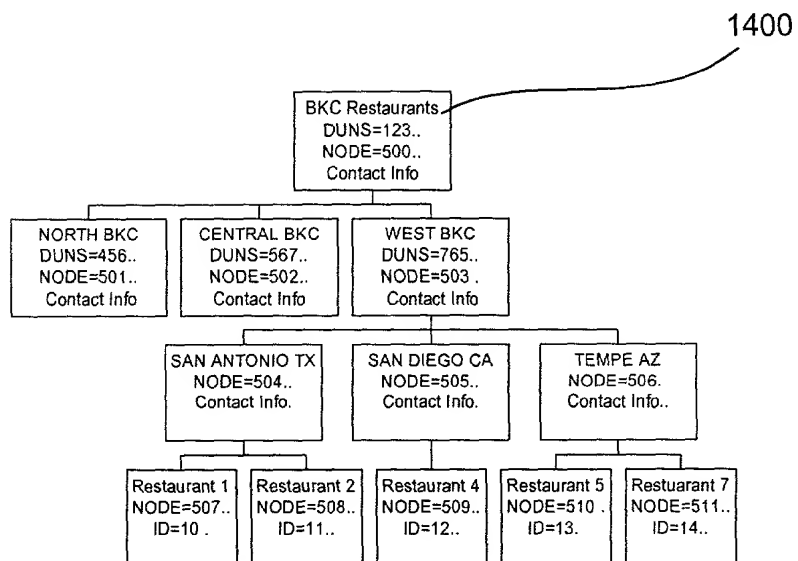


Fig. 89

9000

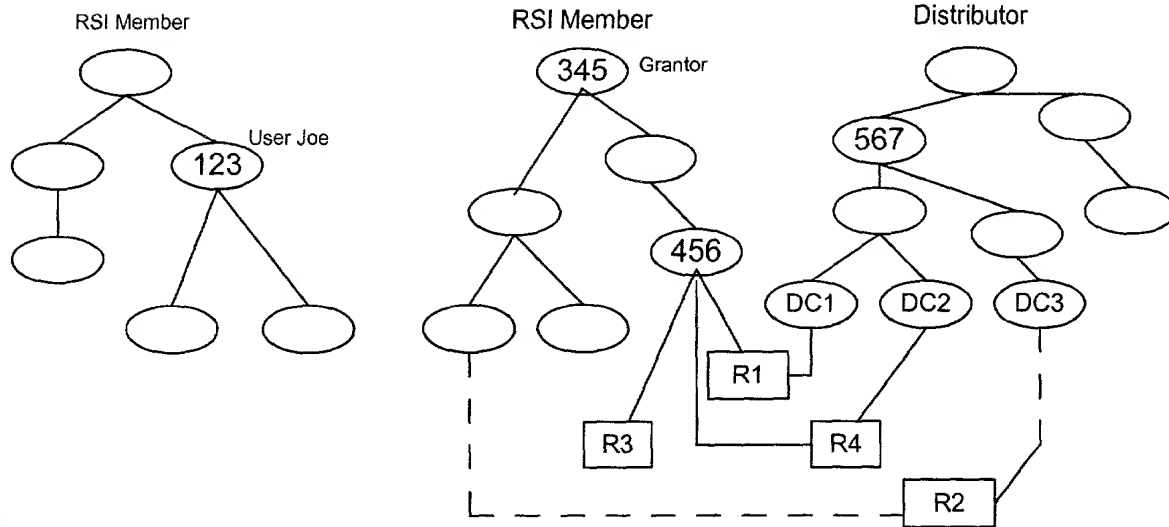


FIG. 90

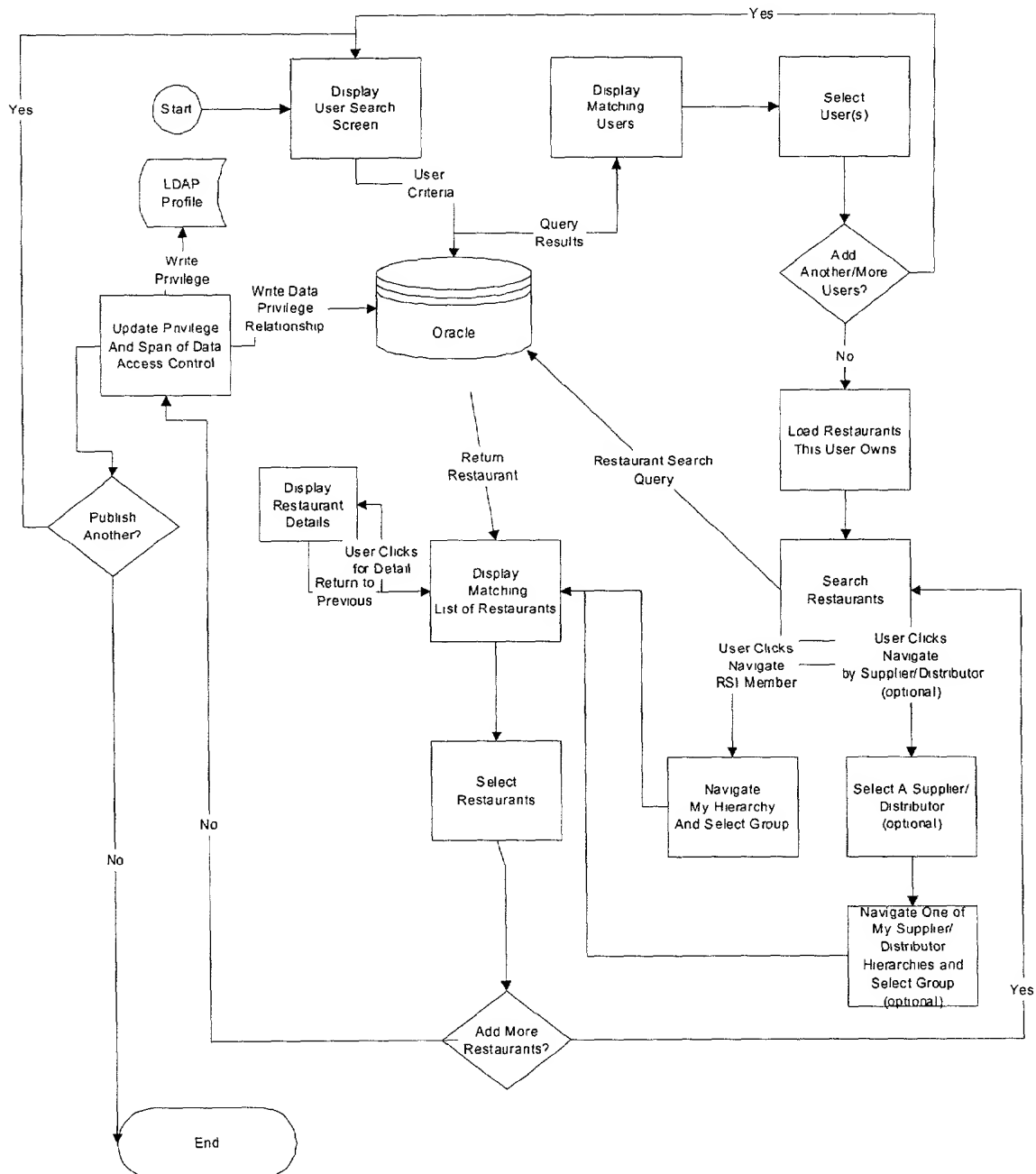
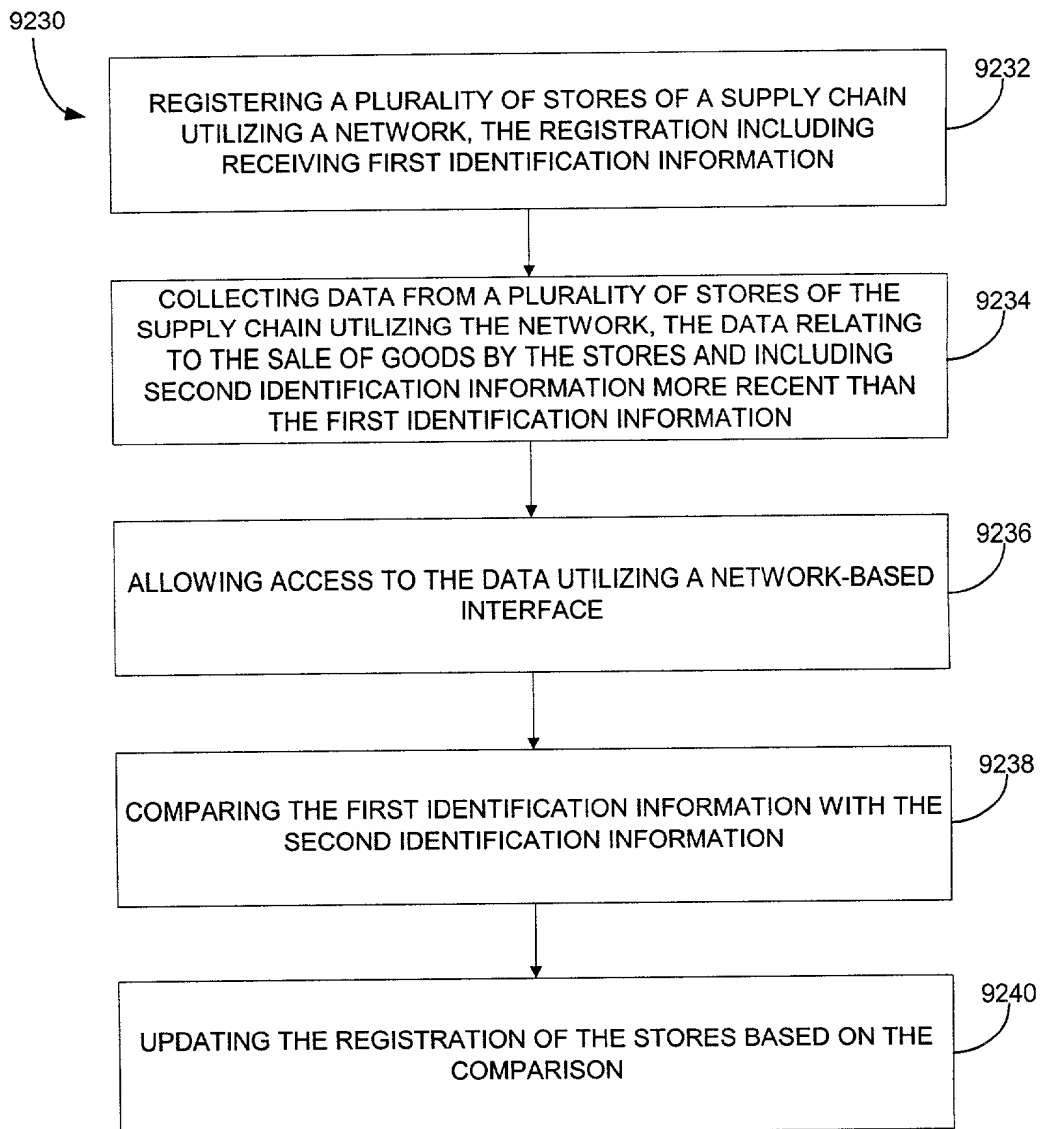
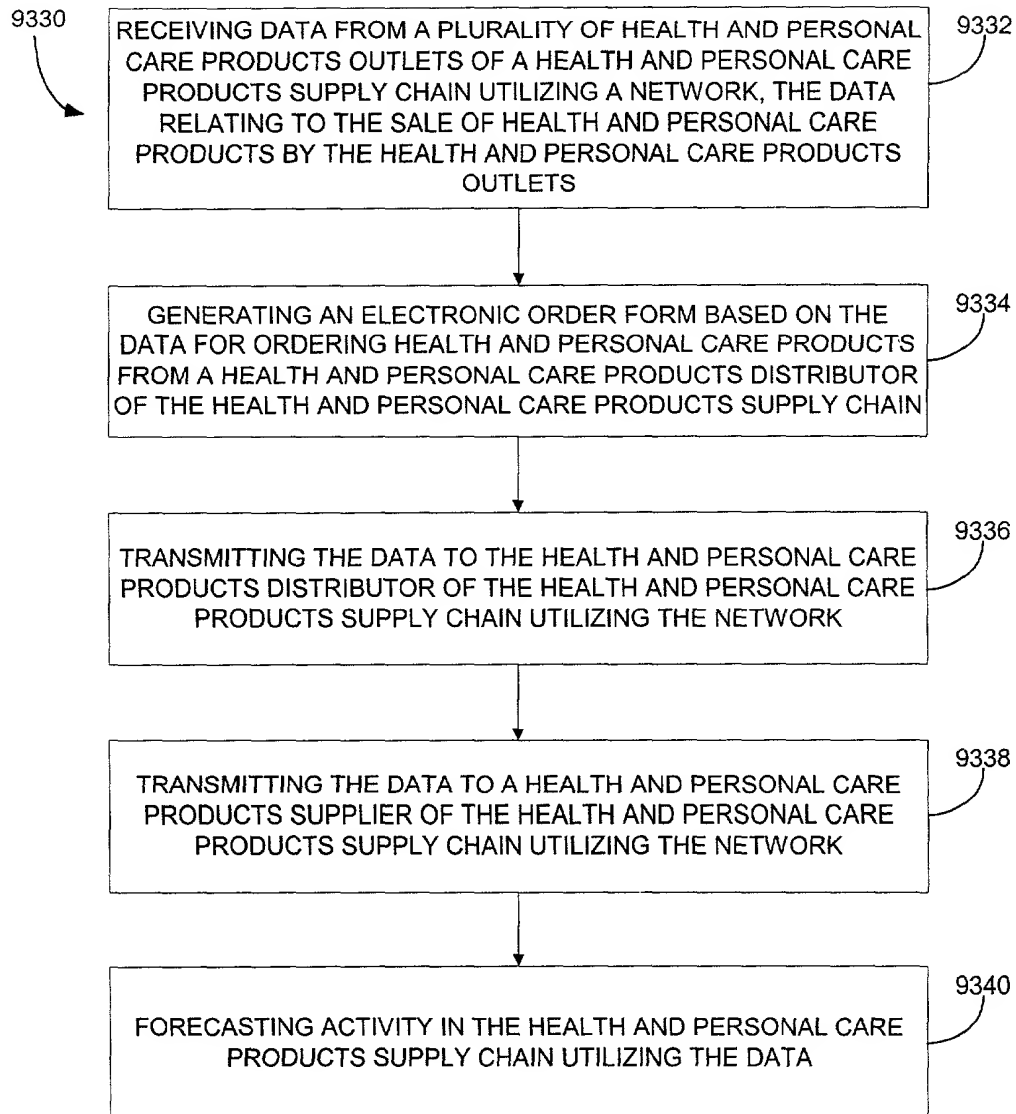


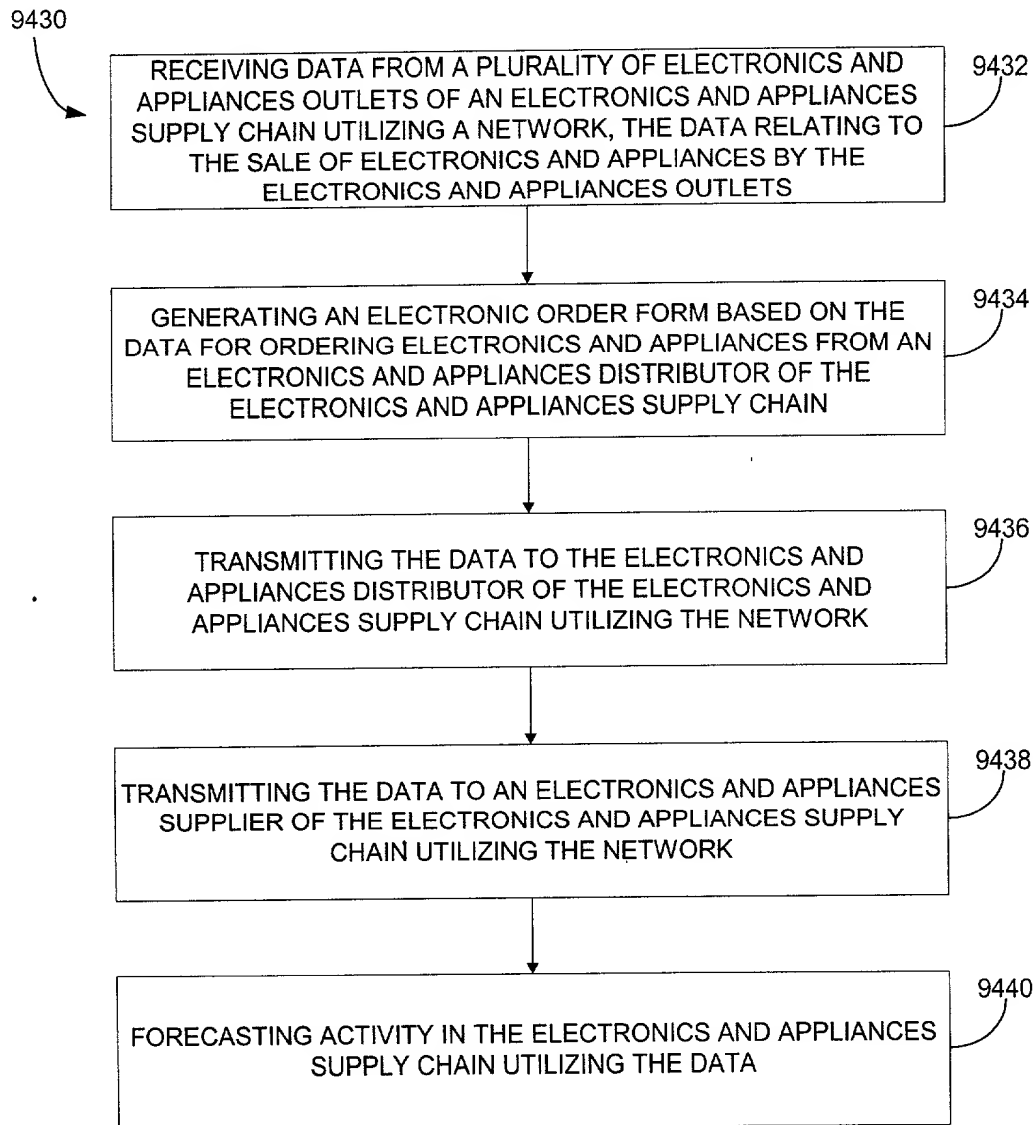
Fig. 91



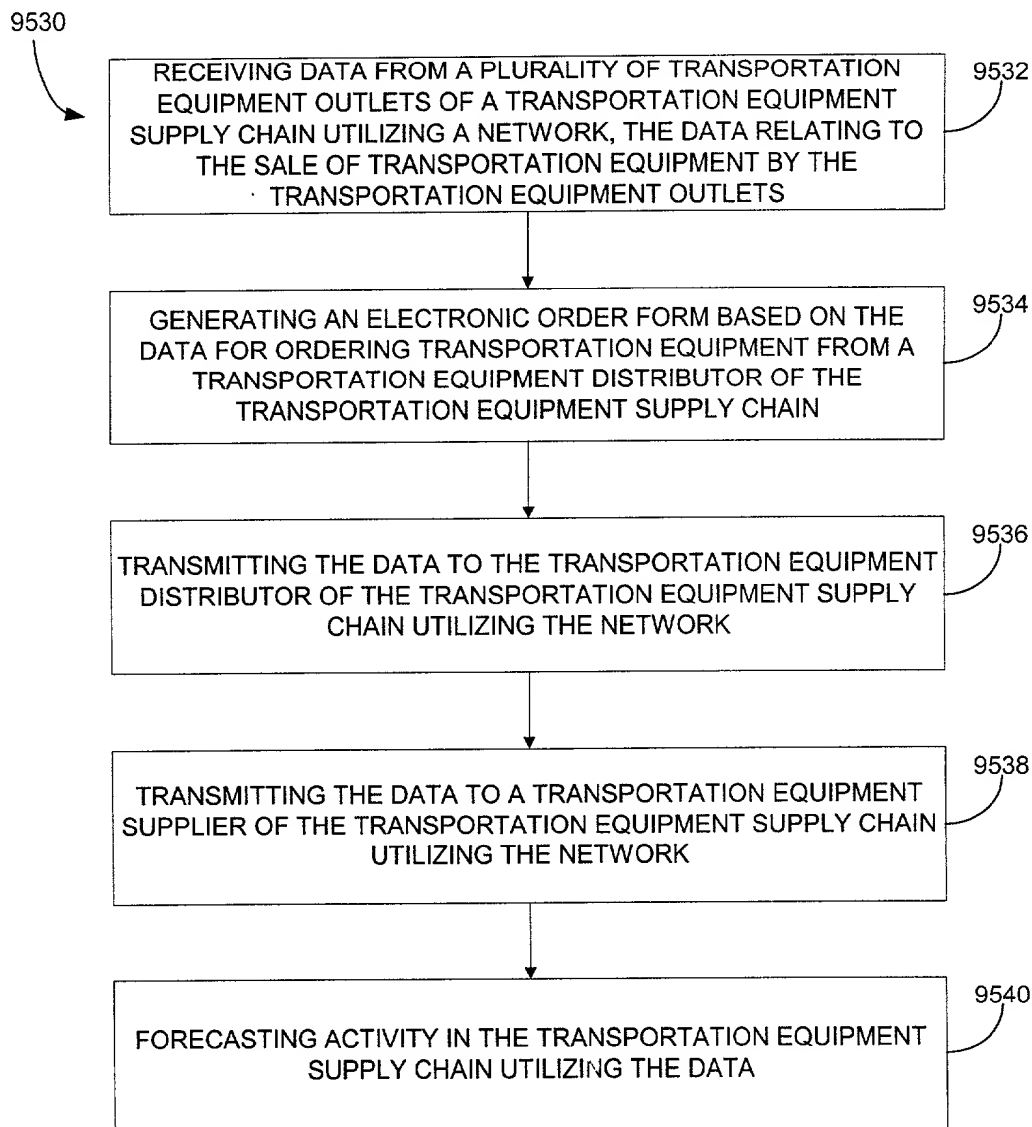
**FIG. 92**



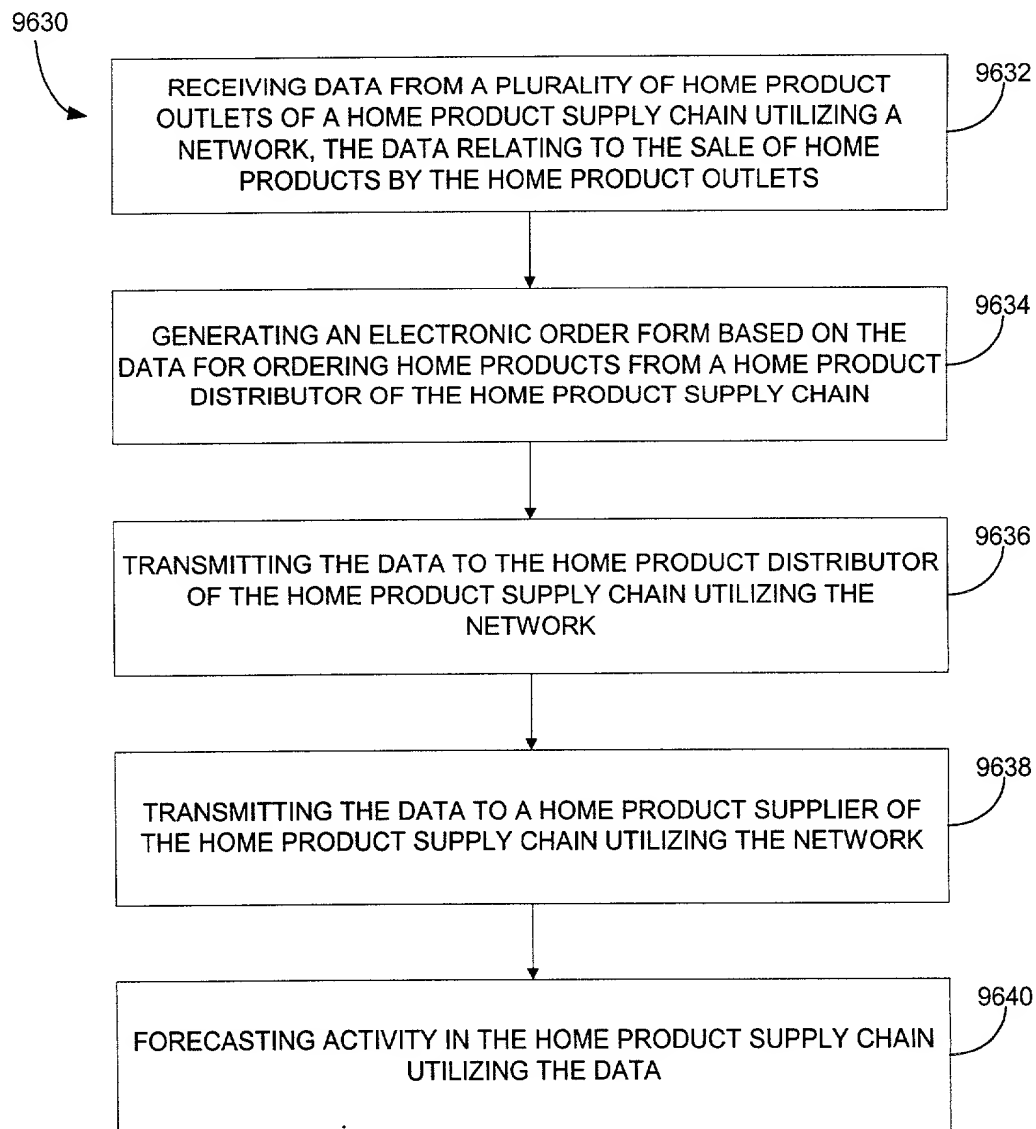
**FIG. 93**



**FIG. 94**

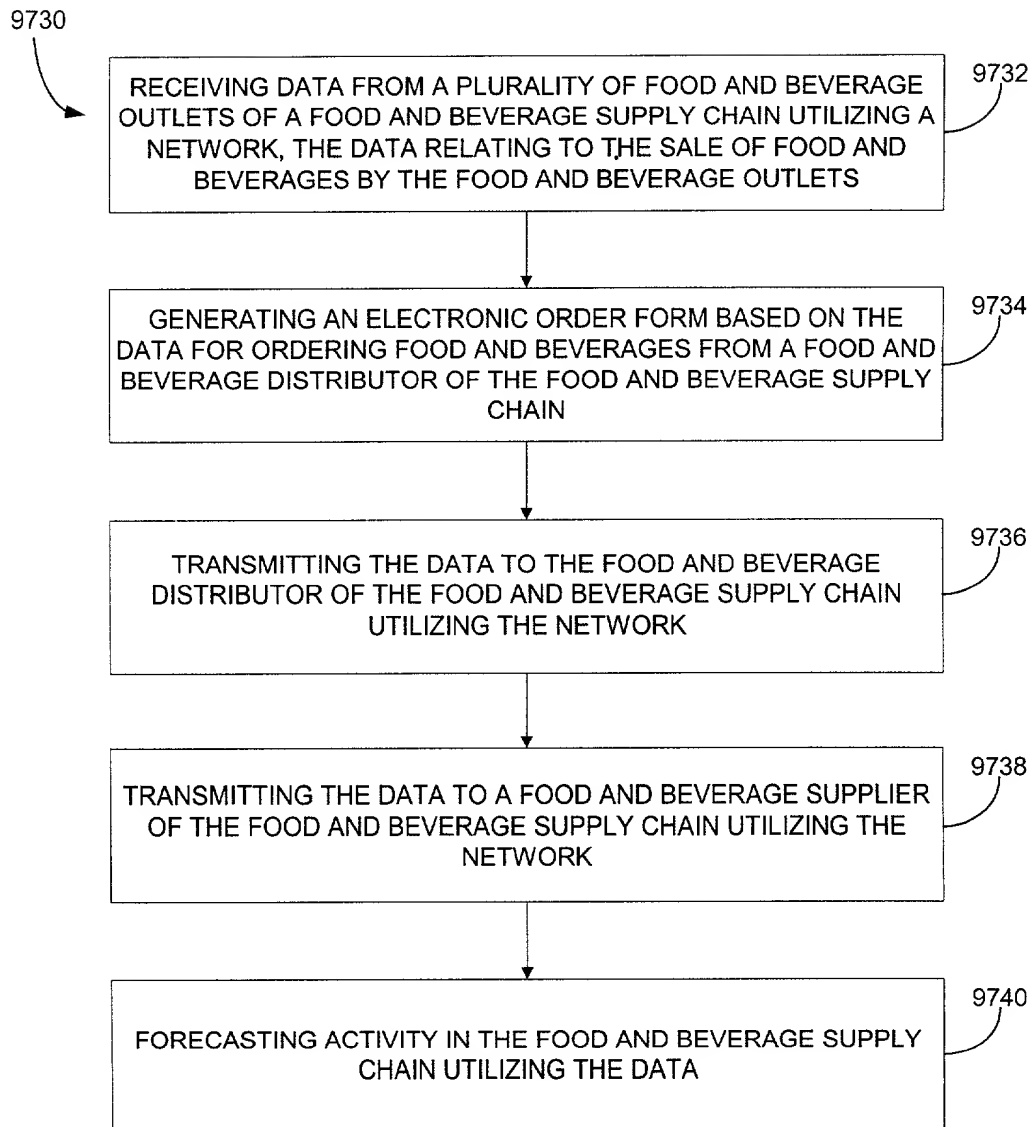


**FIG. 95**

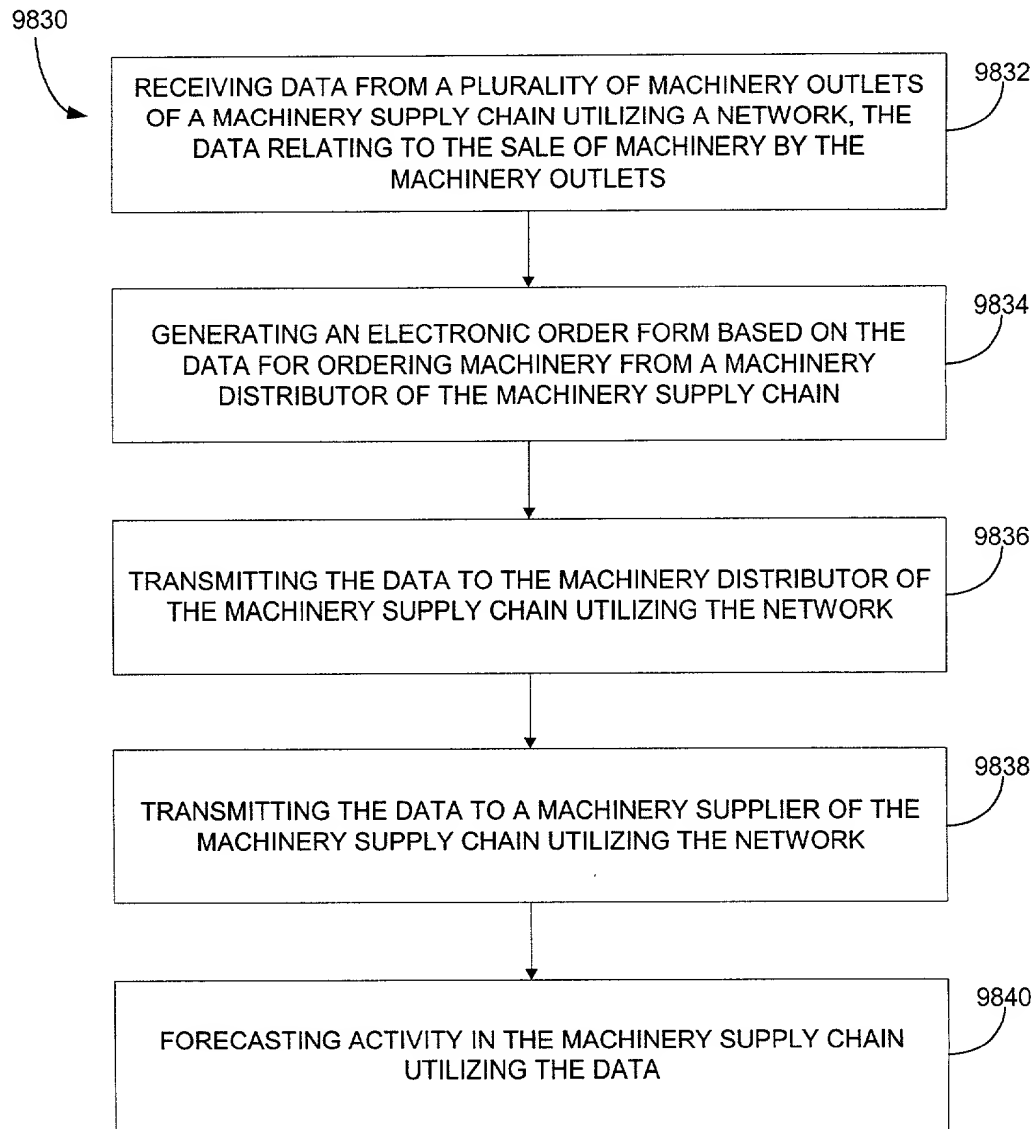


**FIG. 96**

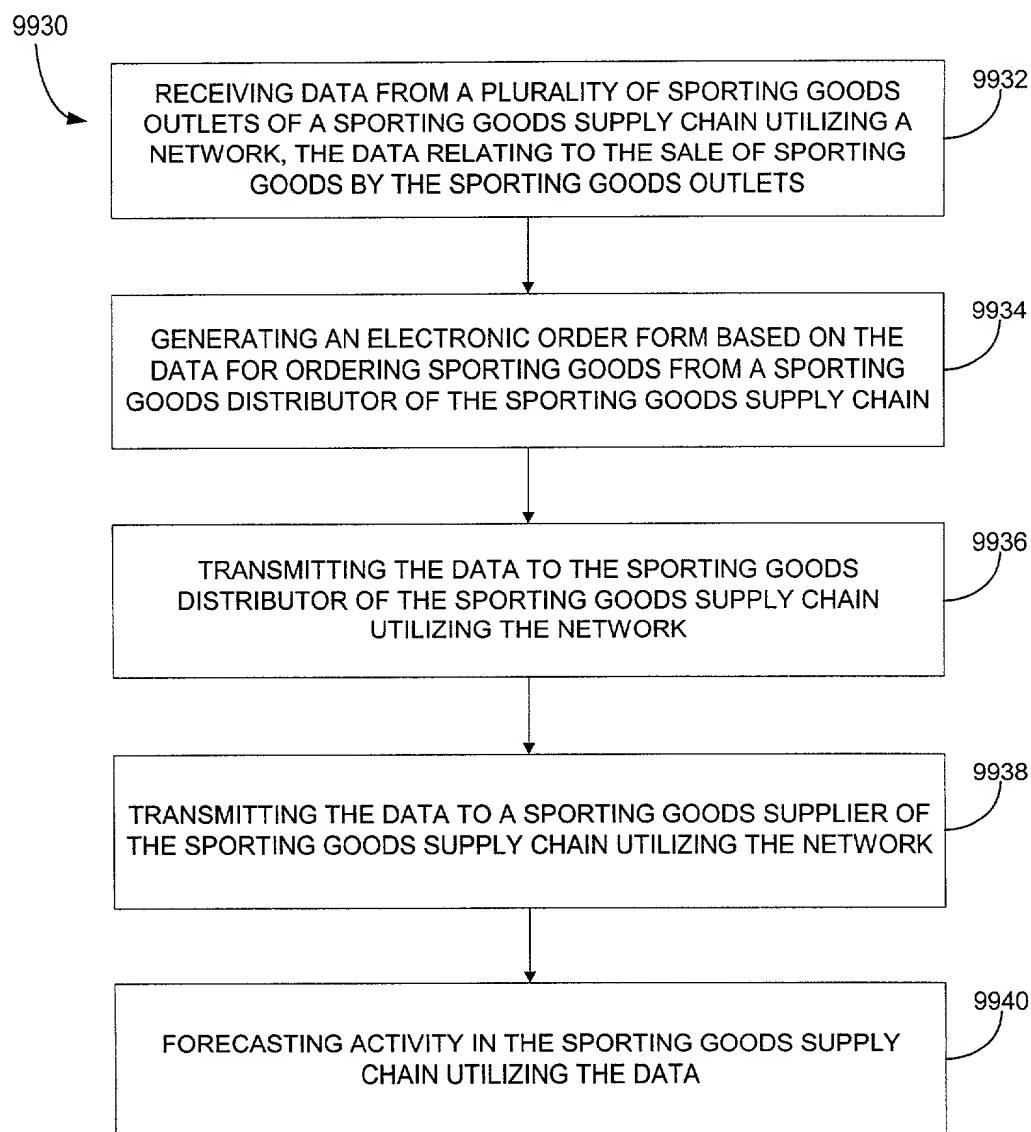




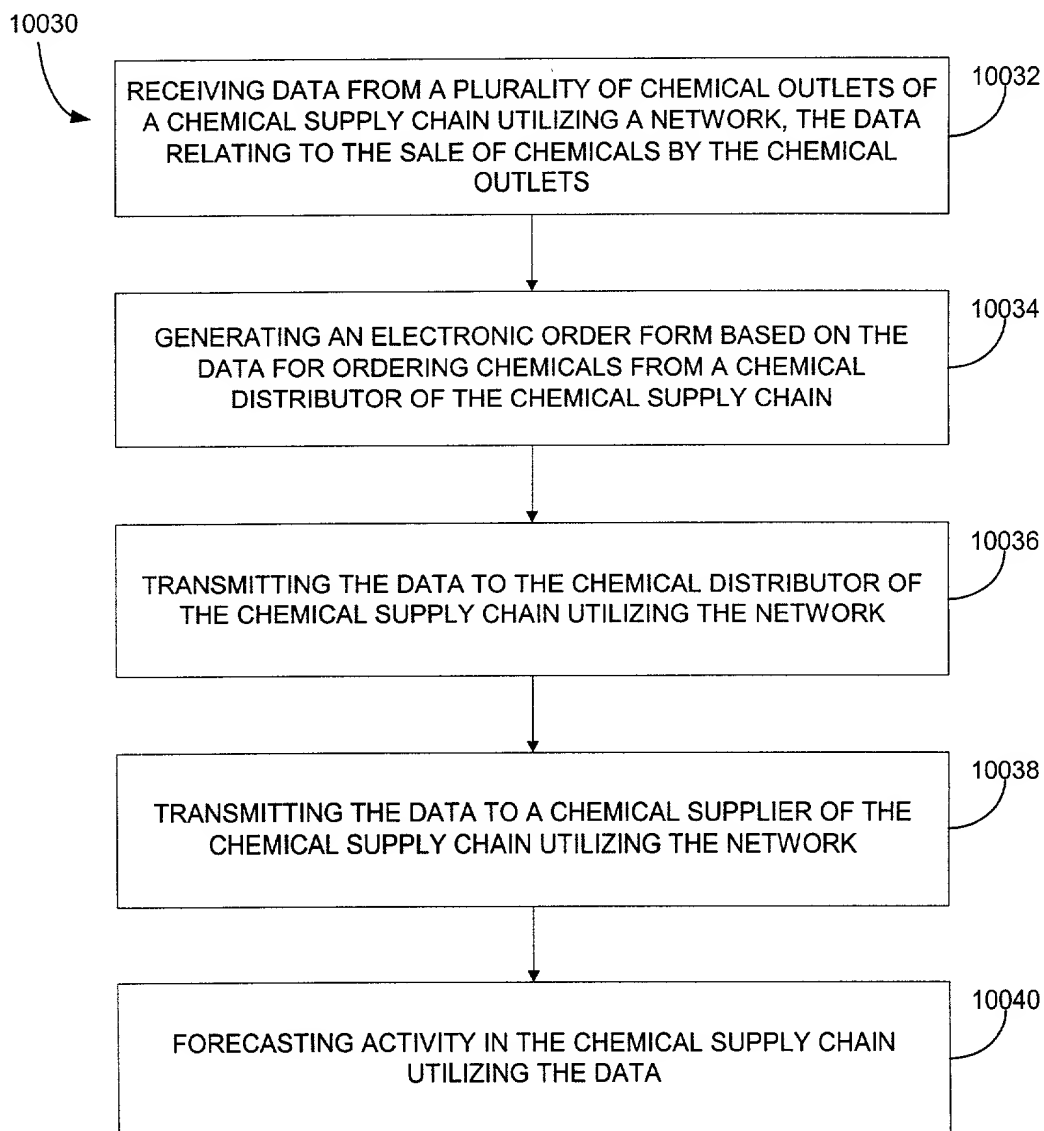
**FIG. 97**



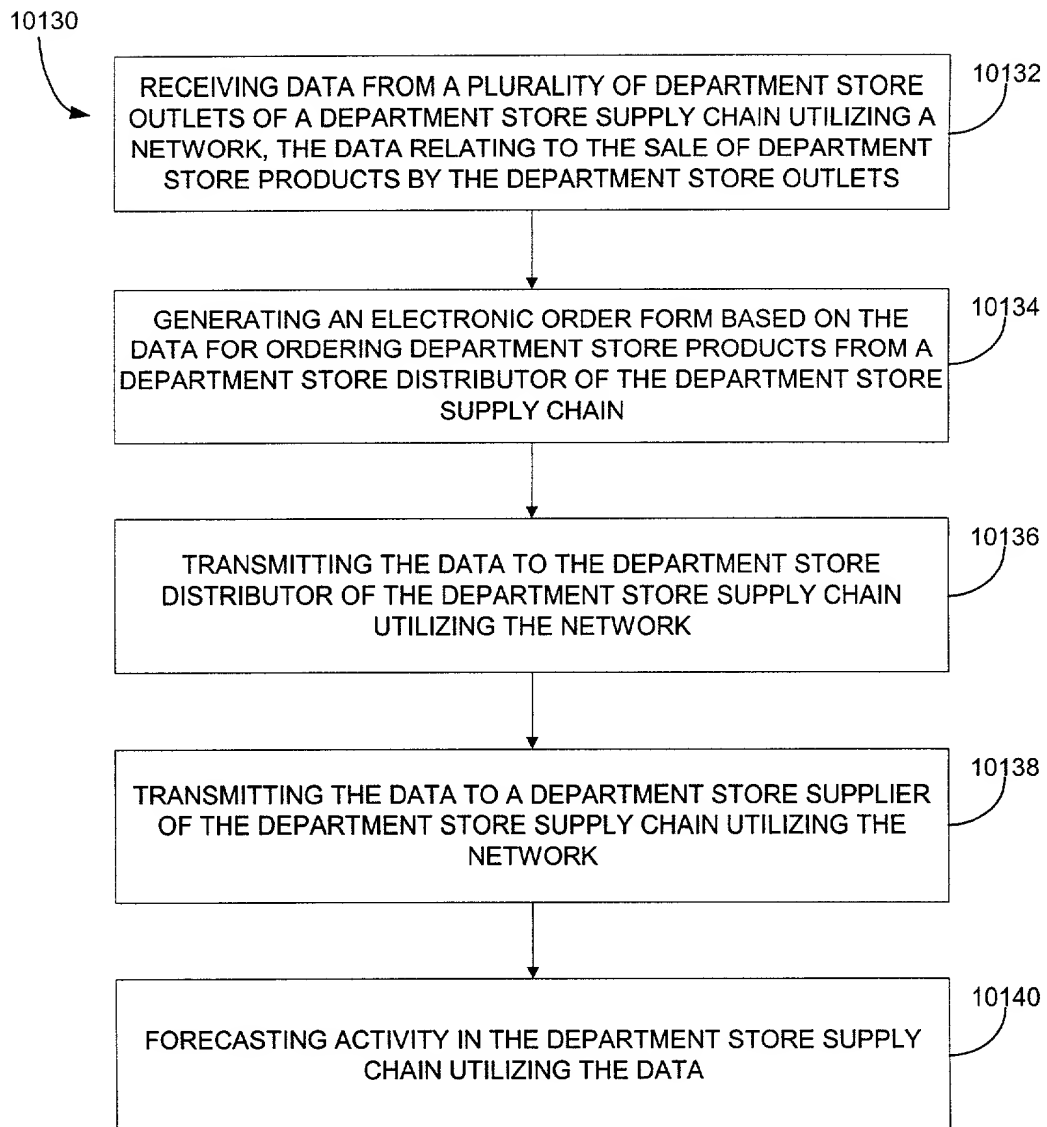
**FIG. 98**



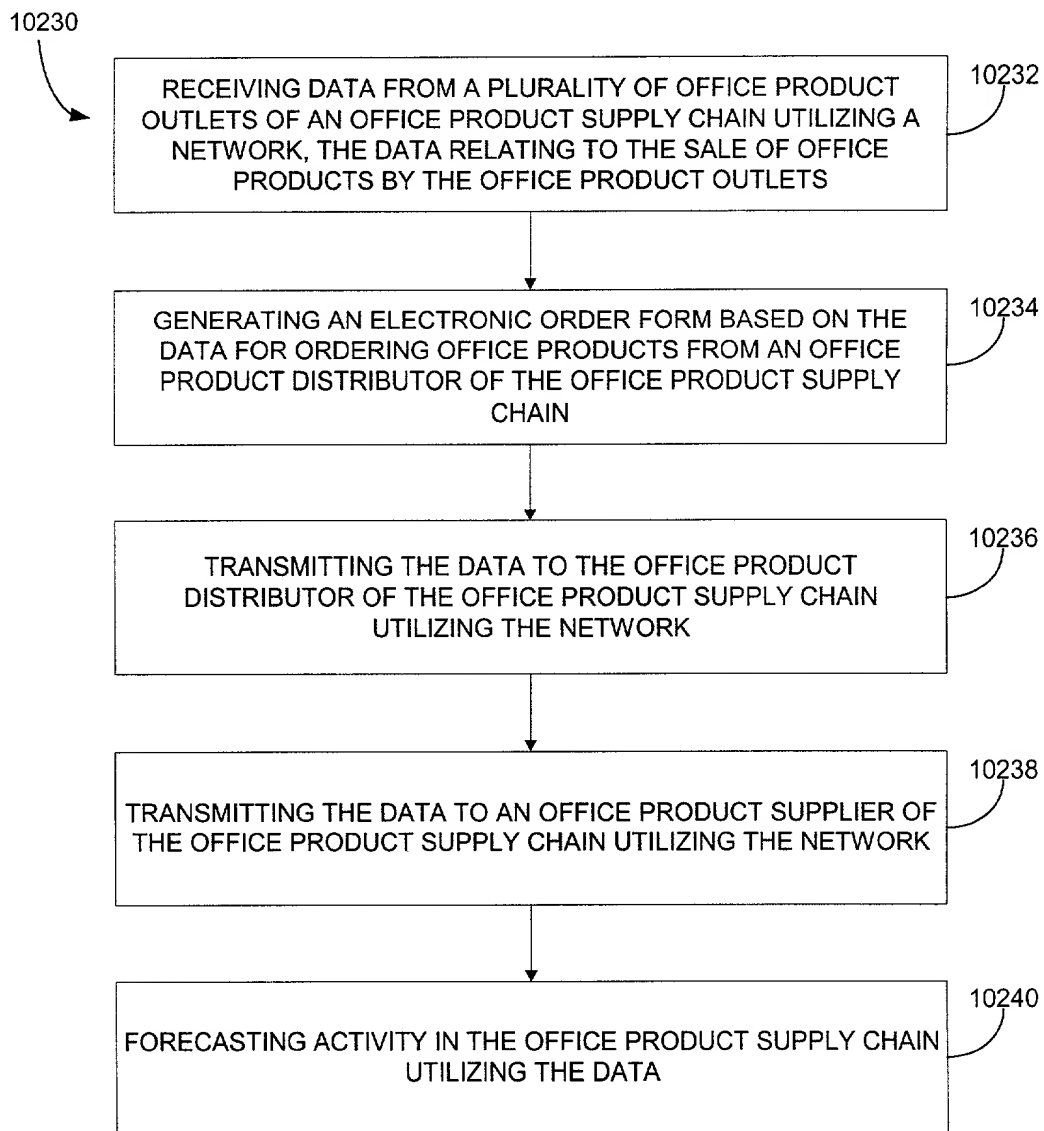
**FIG. 99**



**FIG. 100**

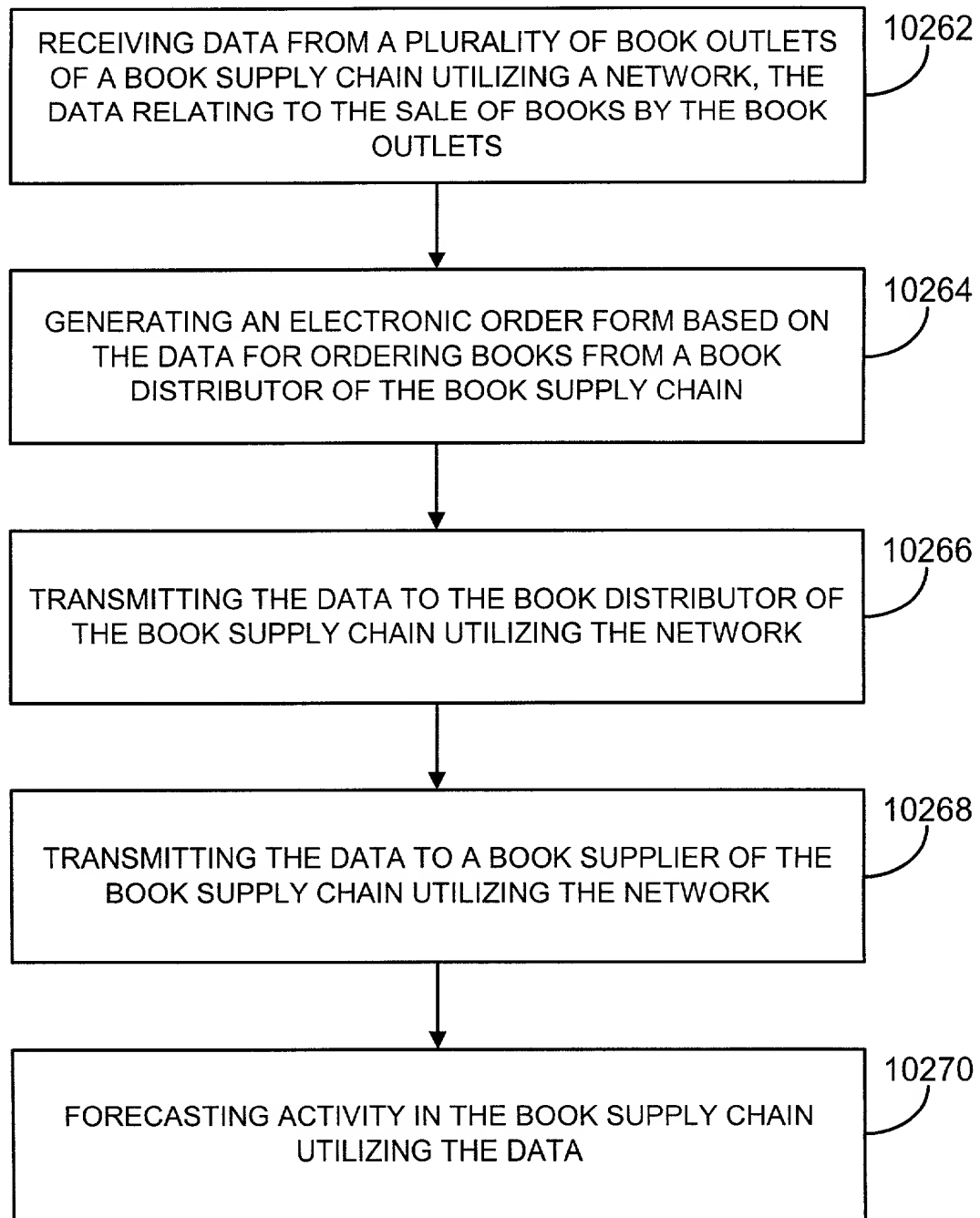


**FIG. 101**

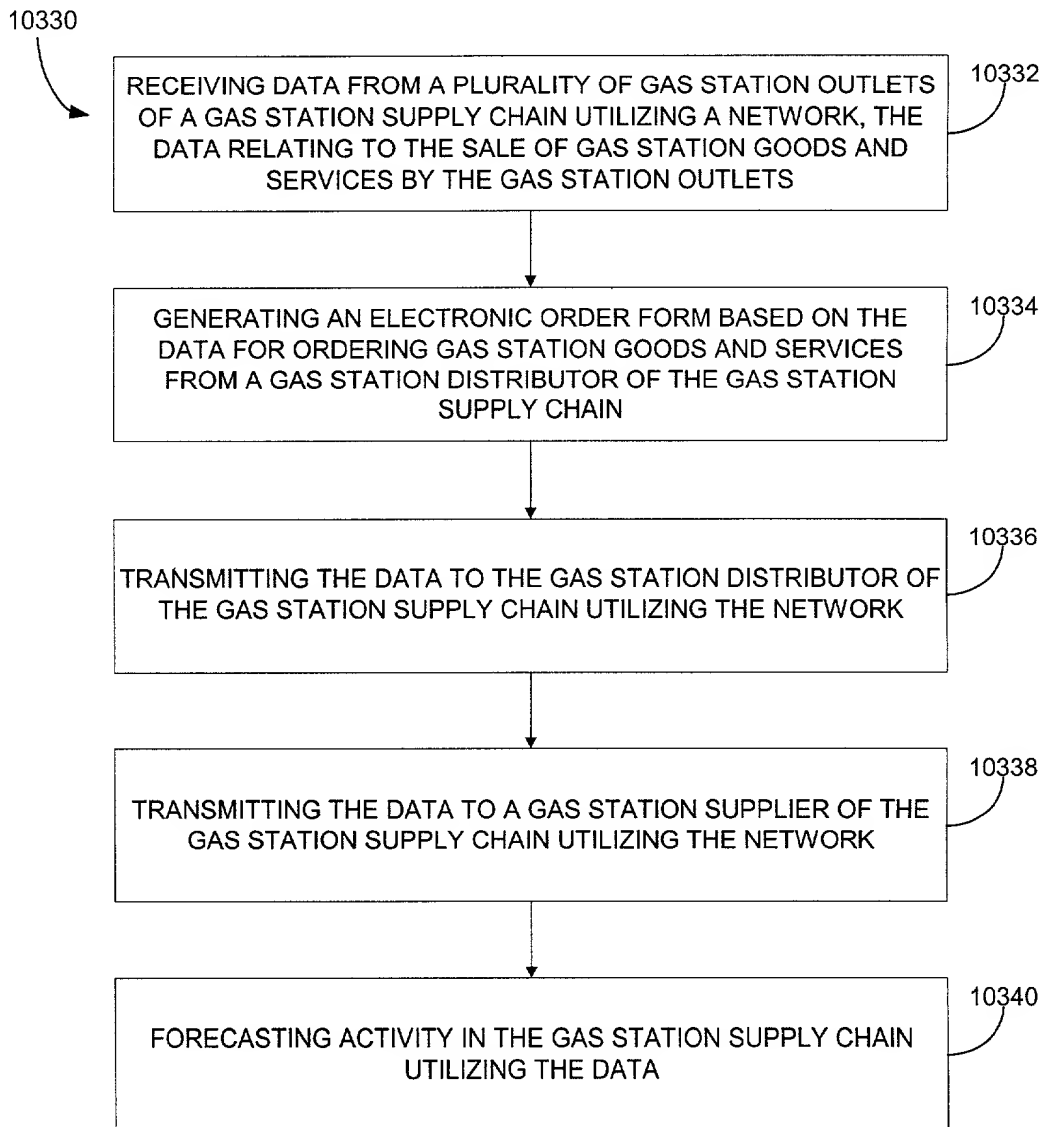


**FIG. 102A**

10260

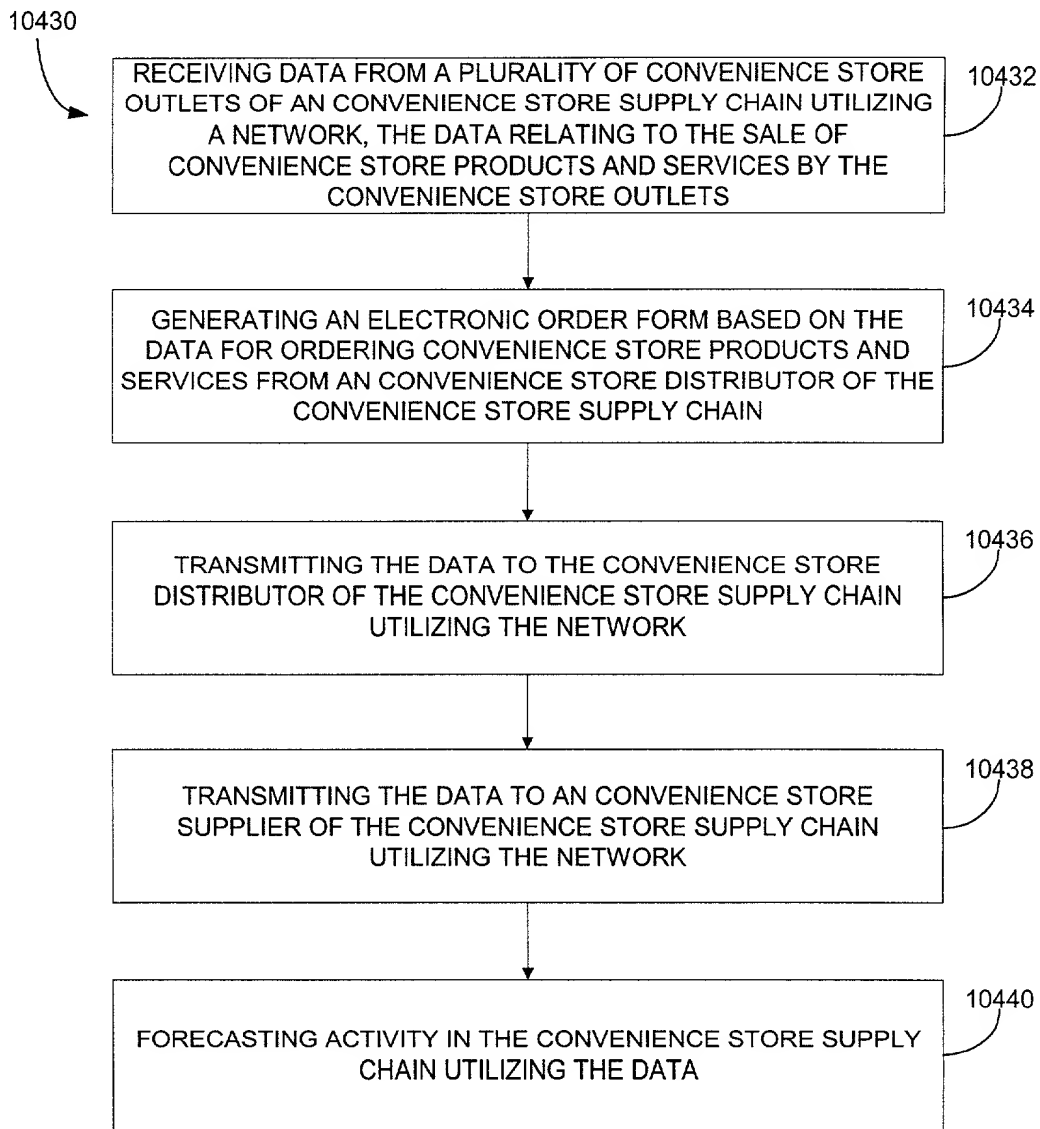


**FIG. 102B**



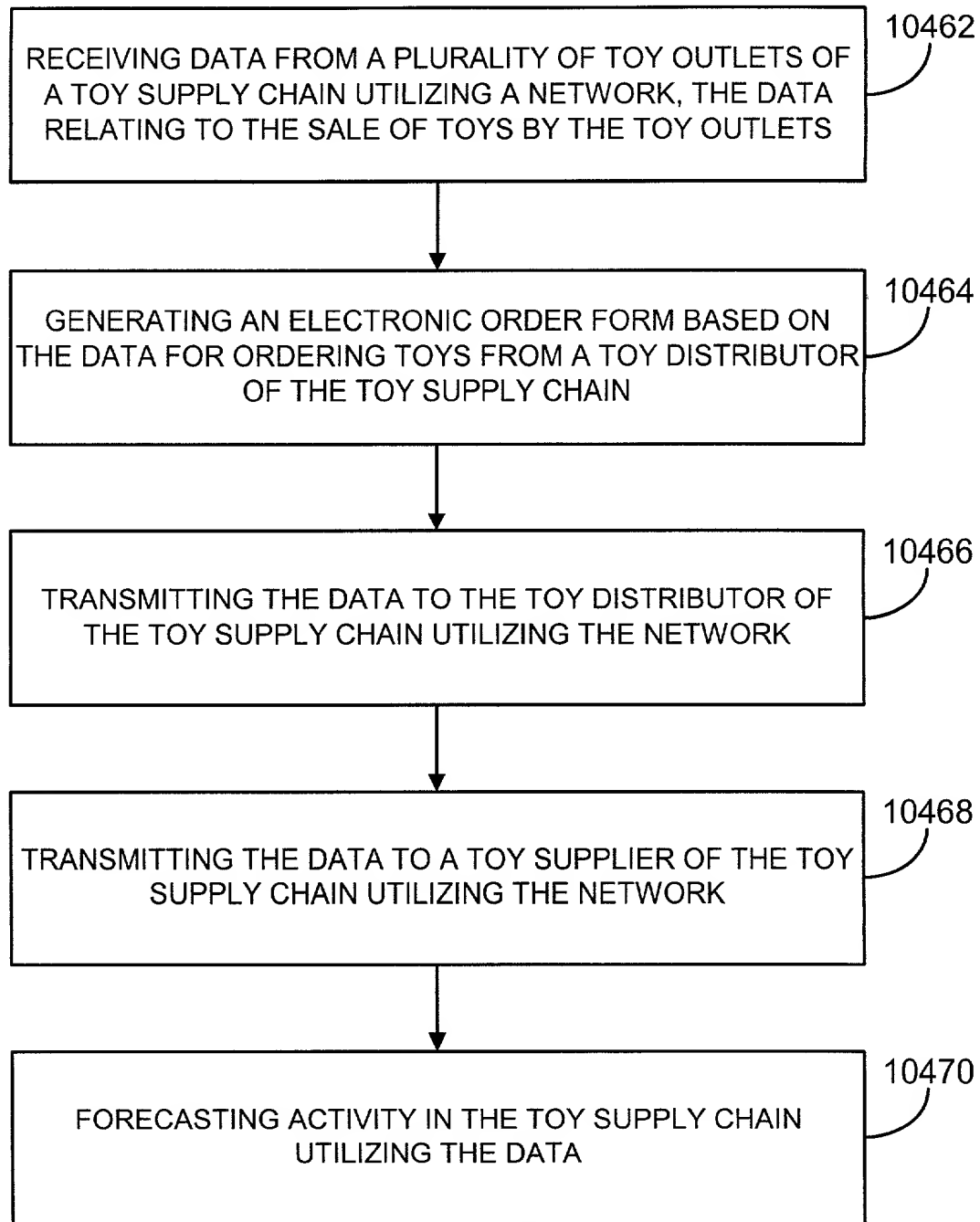
**FIG. 103**



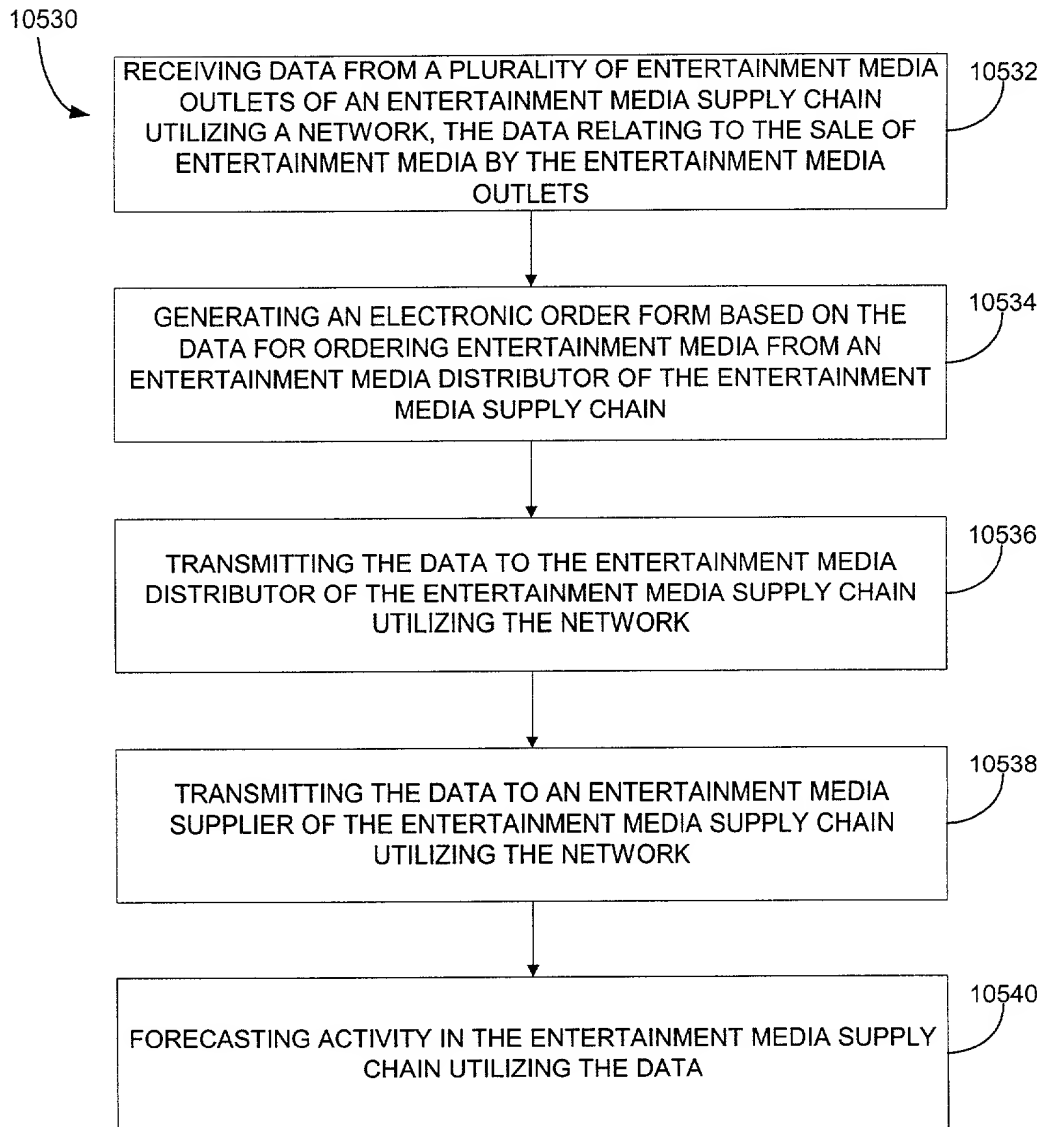


**FIG. 104A**

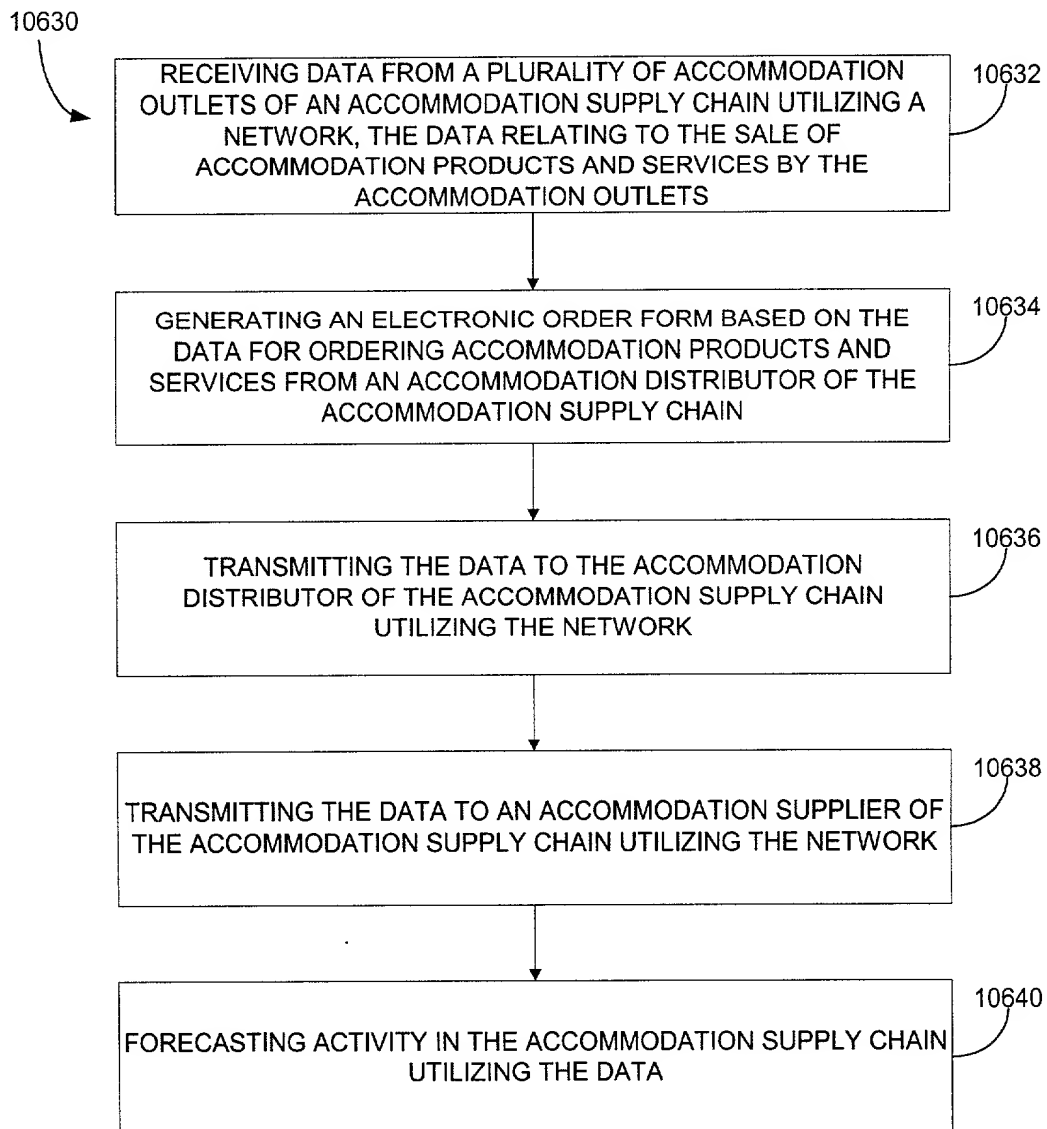
10460



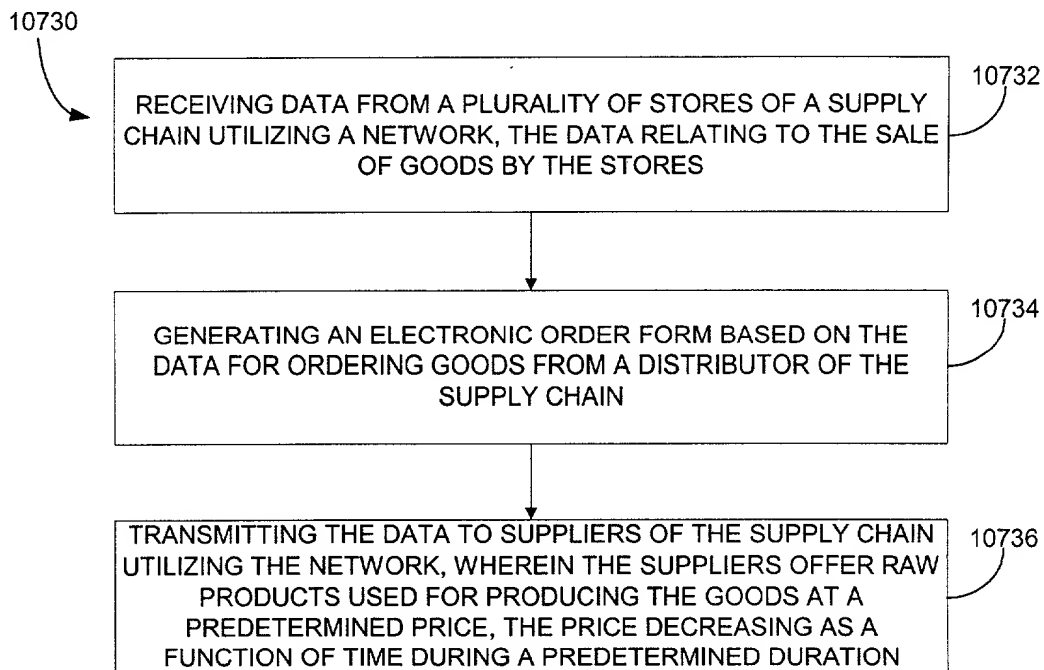
**FIG. 104B**



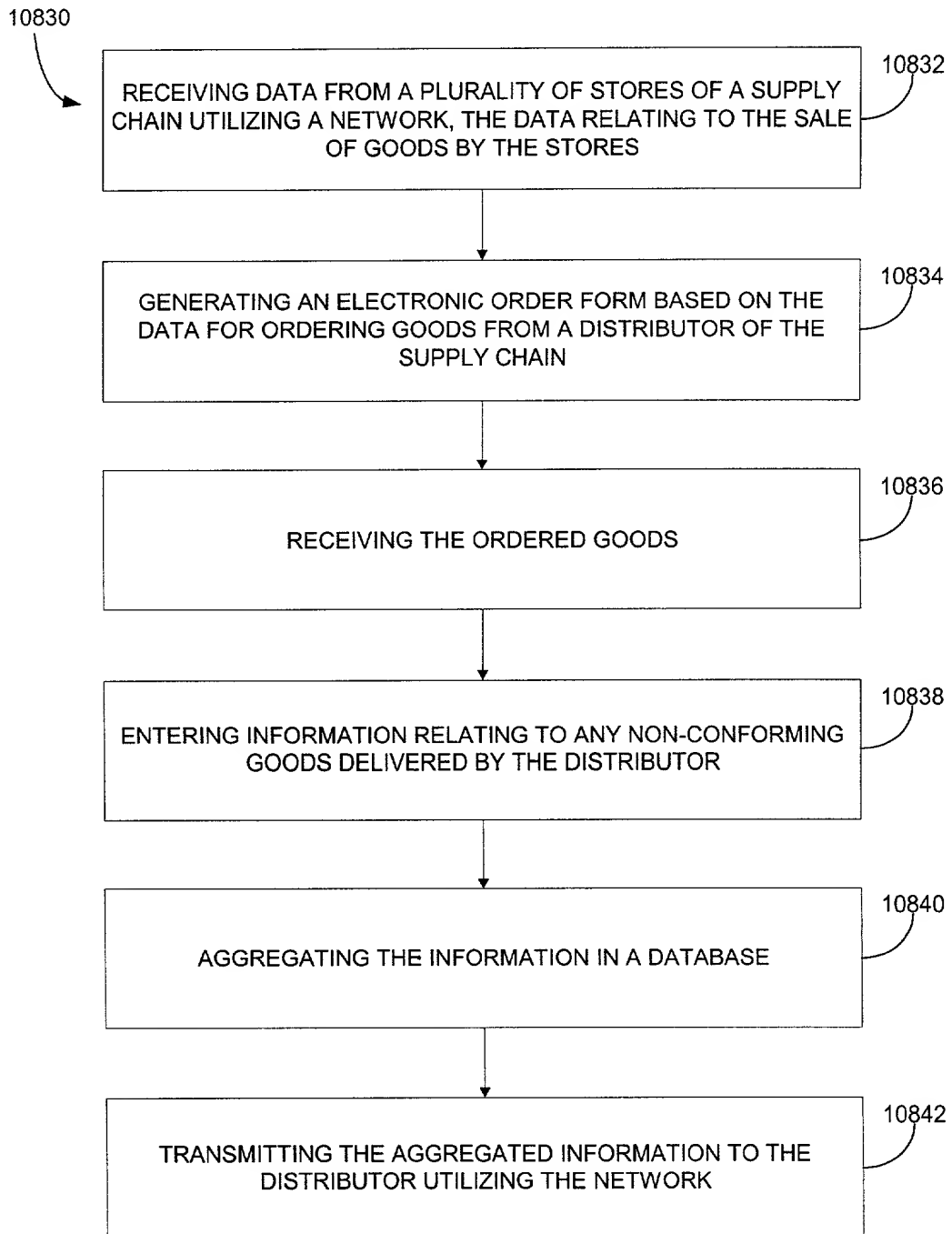
**FIG. 105**



**FIG. 106**

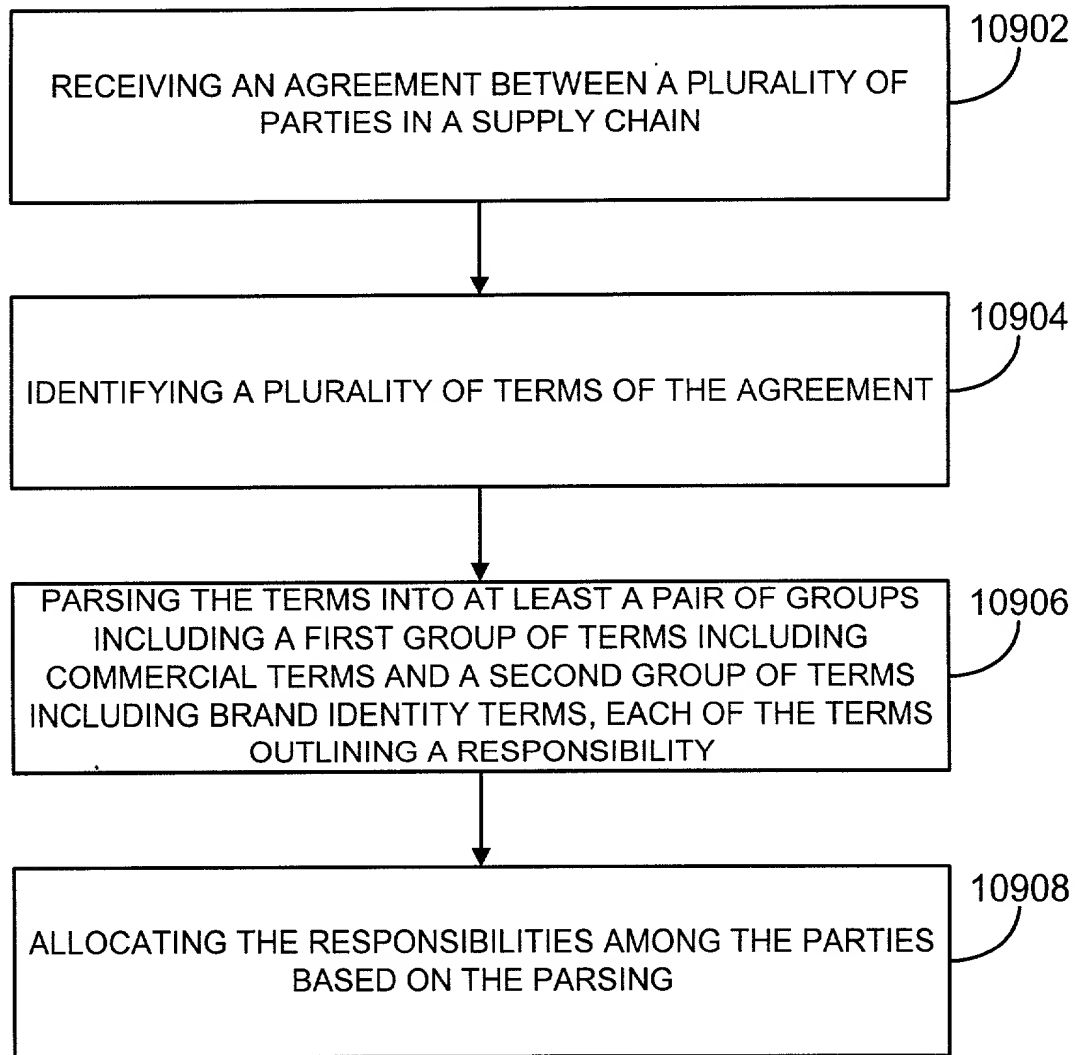


**FIG. 107**



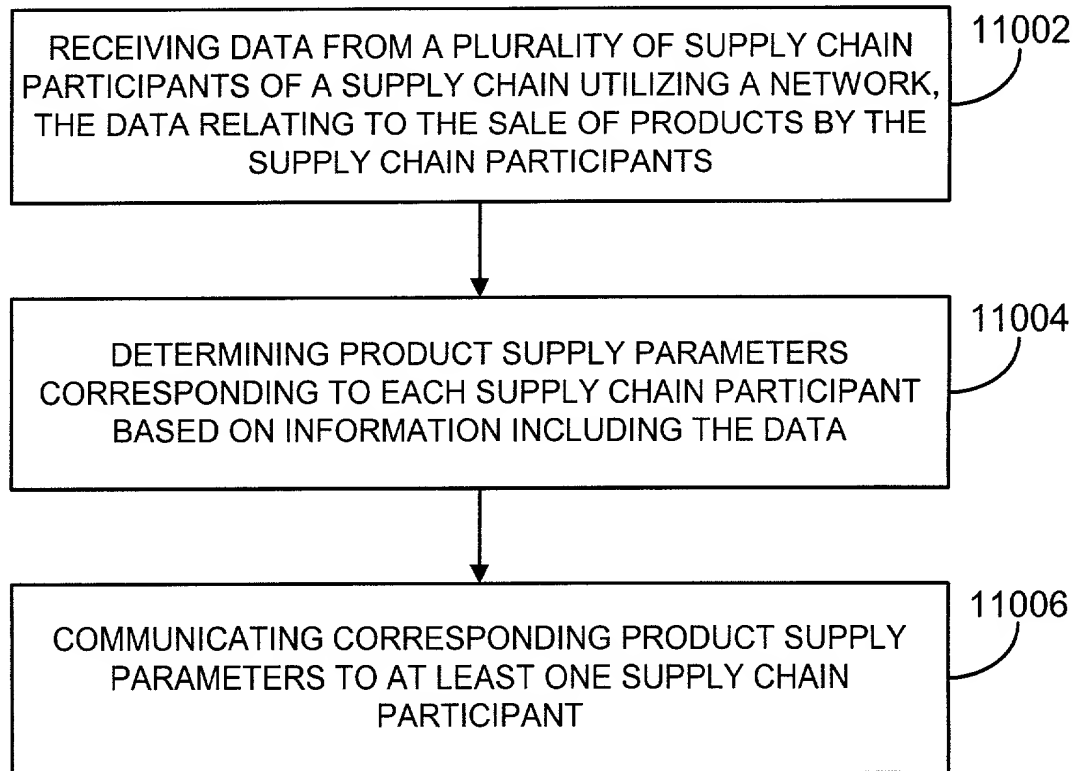
**FIG. 108**

10900



**FIG. 109**

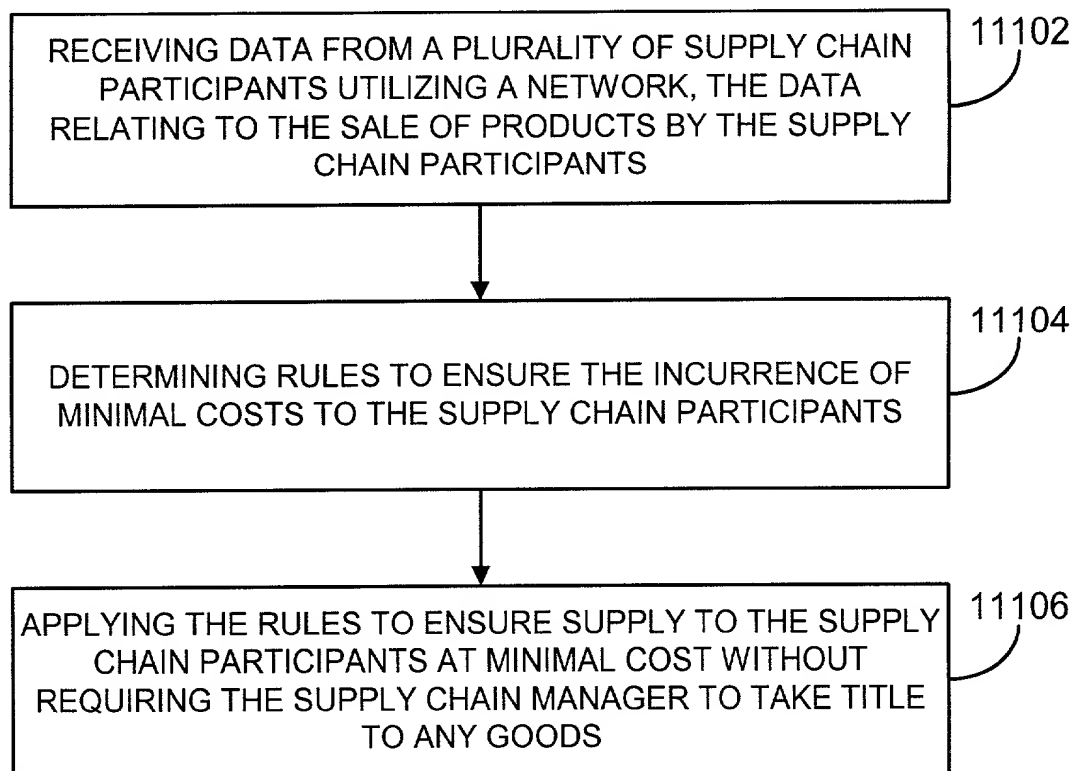
11000



**FIG. 110**

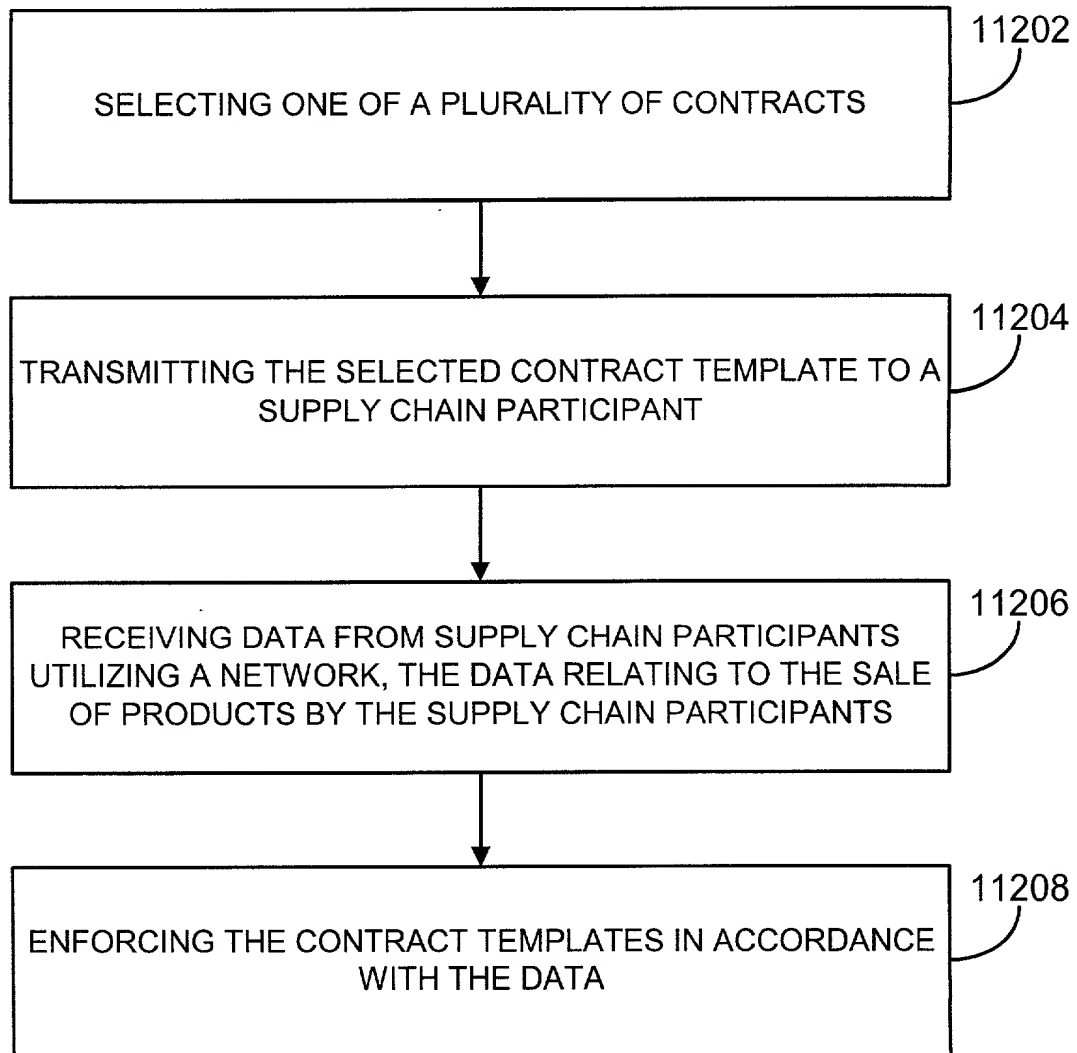


11100



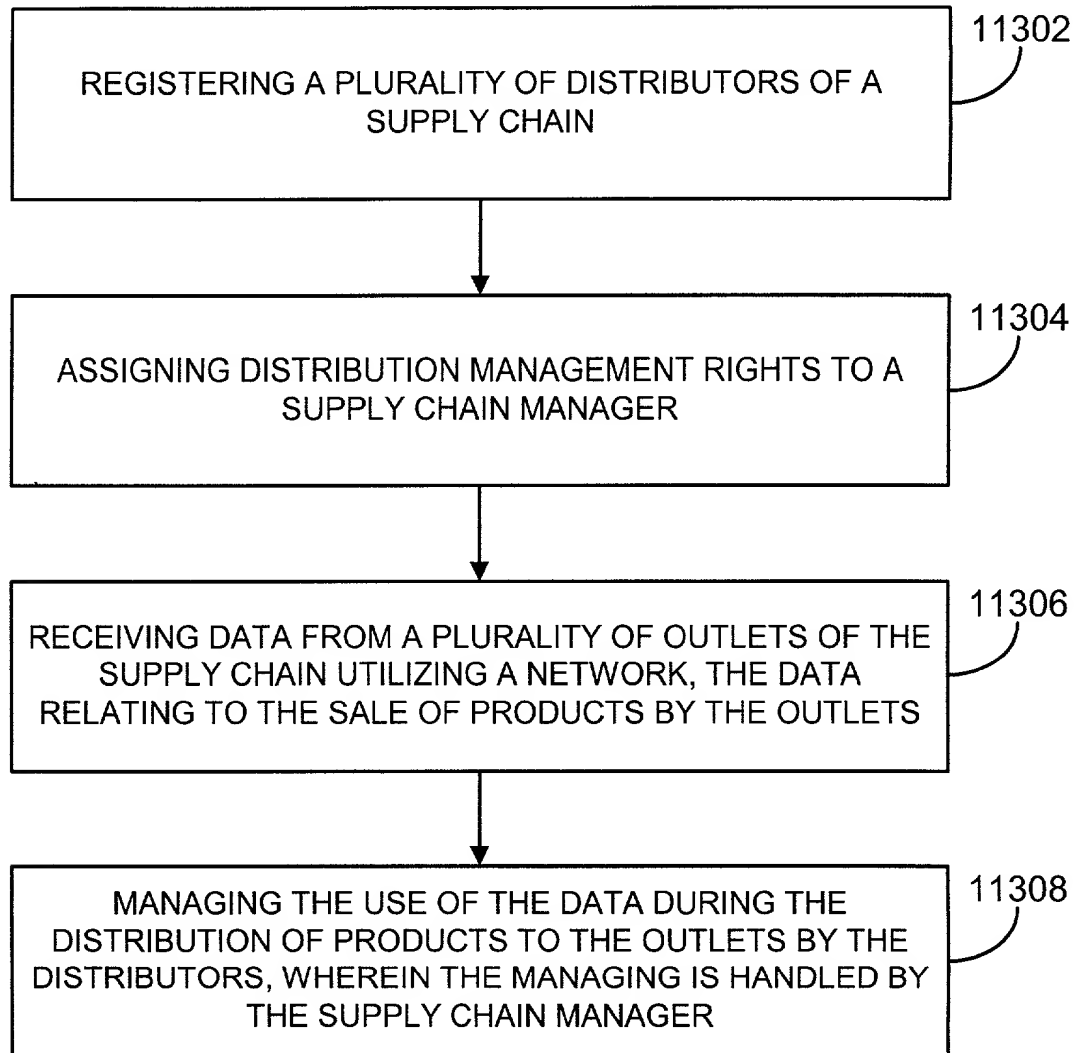
**FIG. 111**

11200



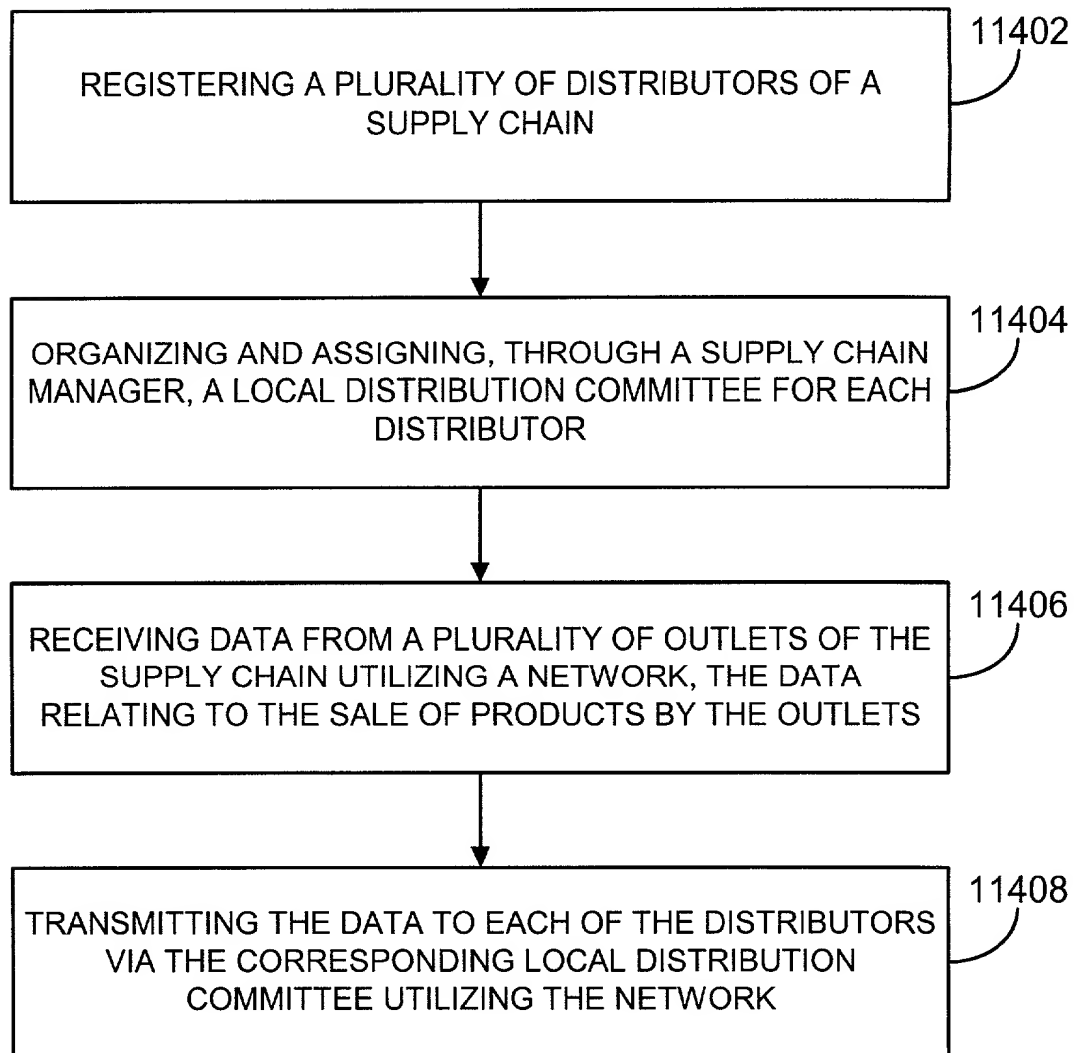
**FIG. 112**

11300



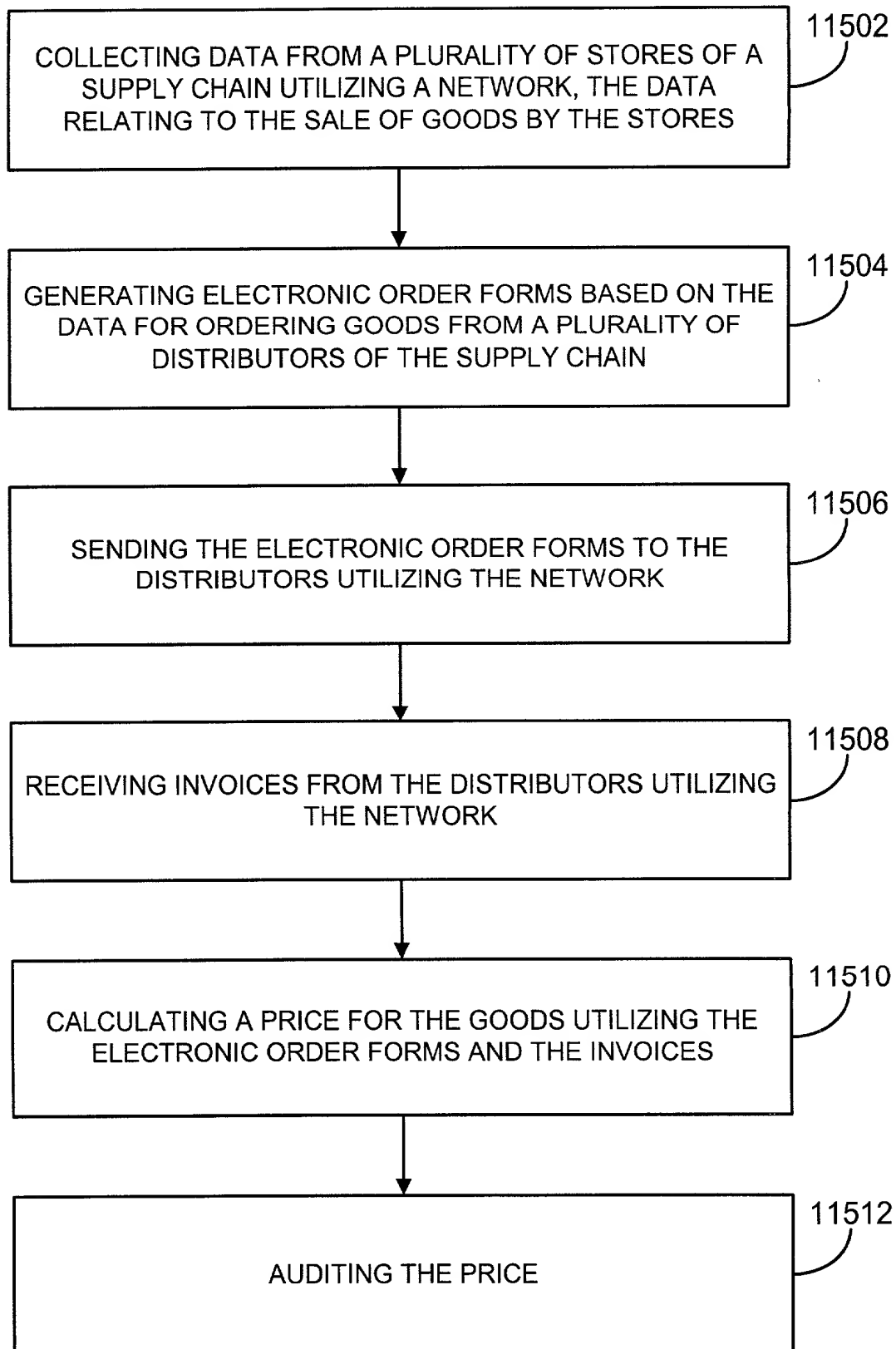
**FIG. 113**

11400



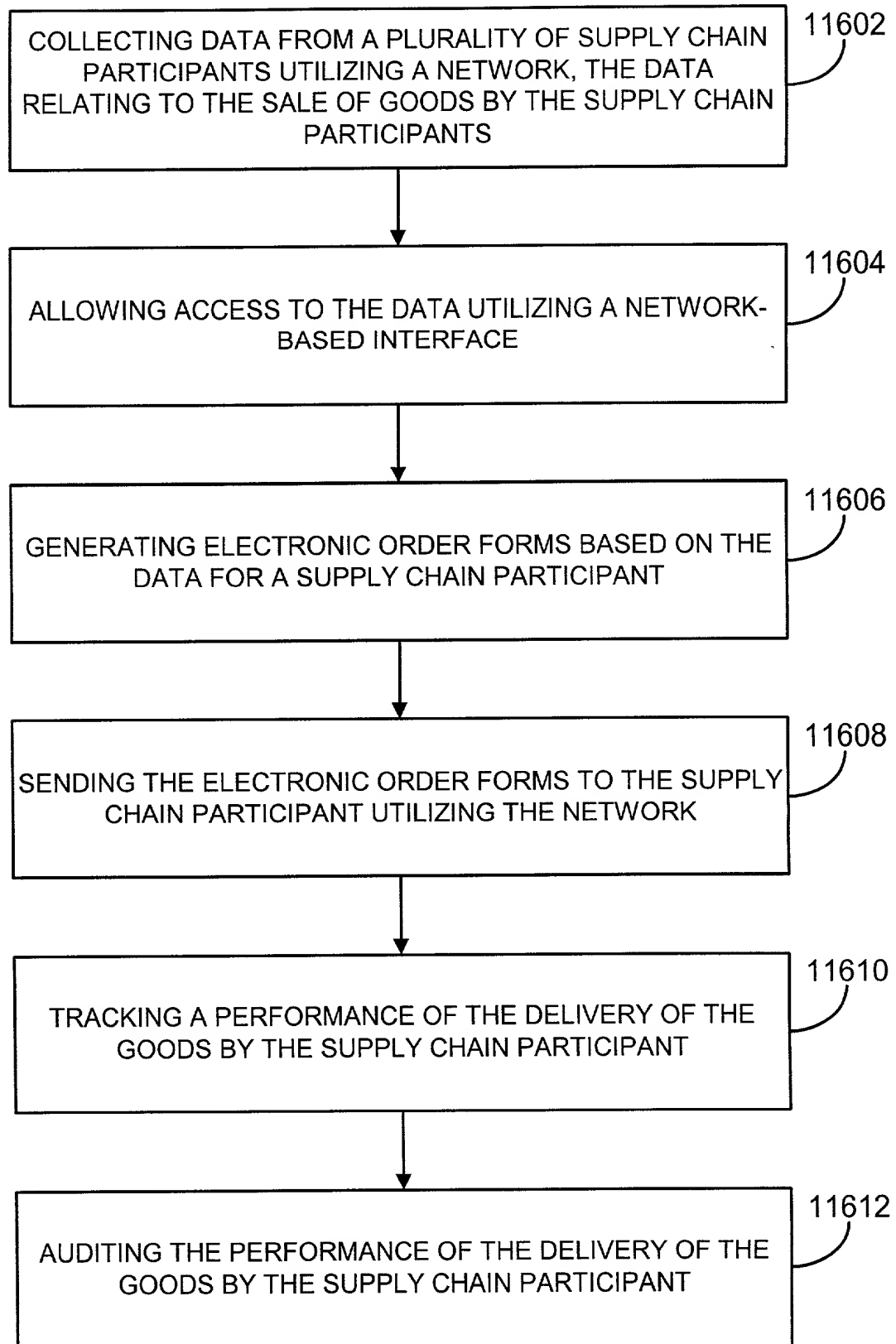
**FIG. 114**

11500



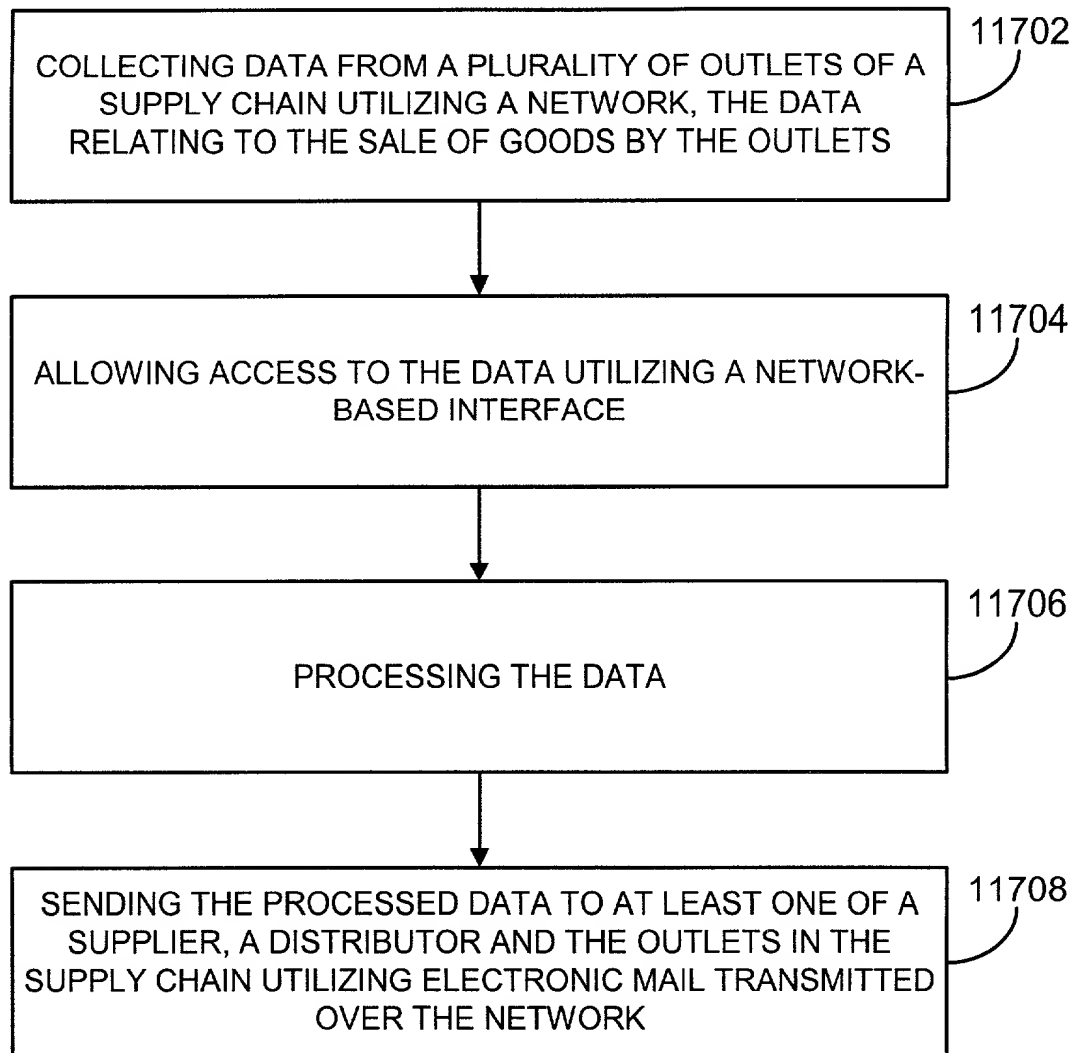
**FIG. 115**

11600



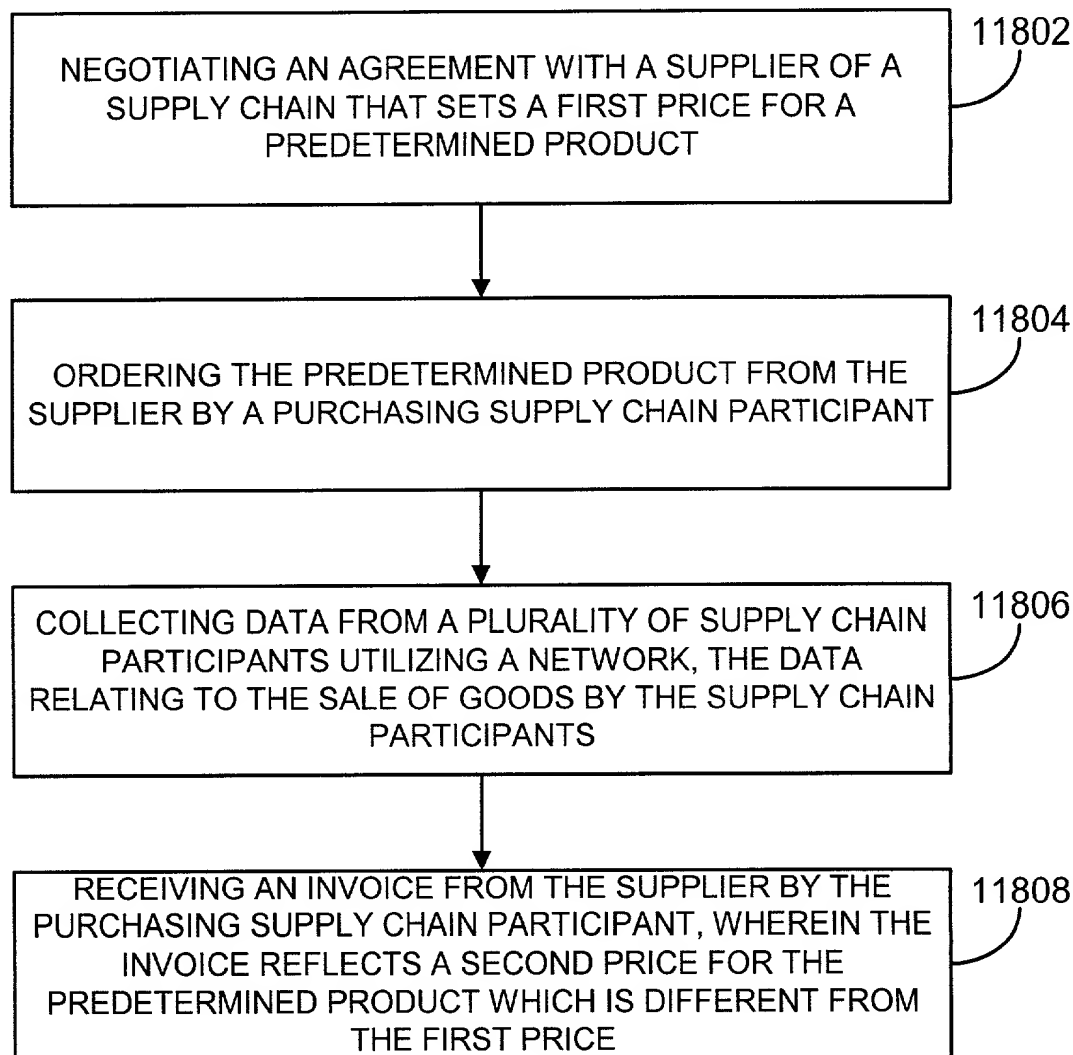
**FIG. 116**

11700



**FIG. 117**

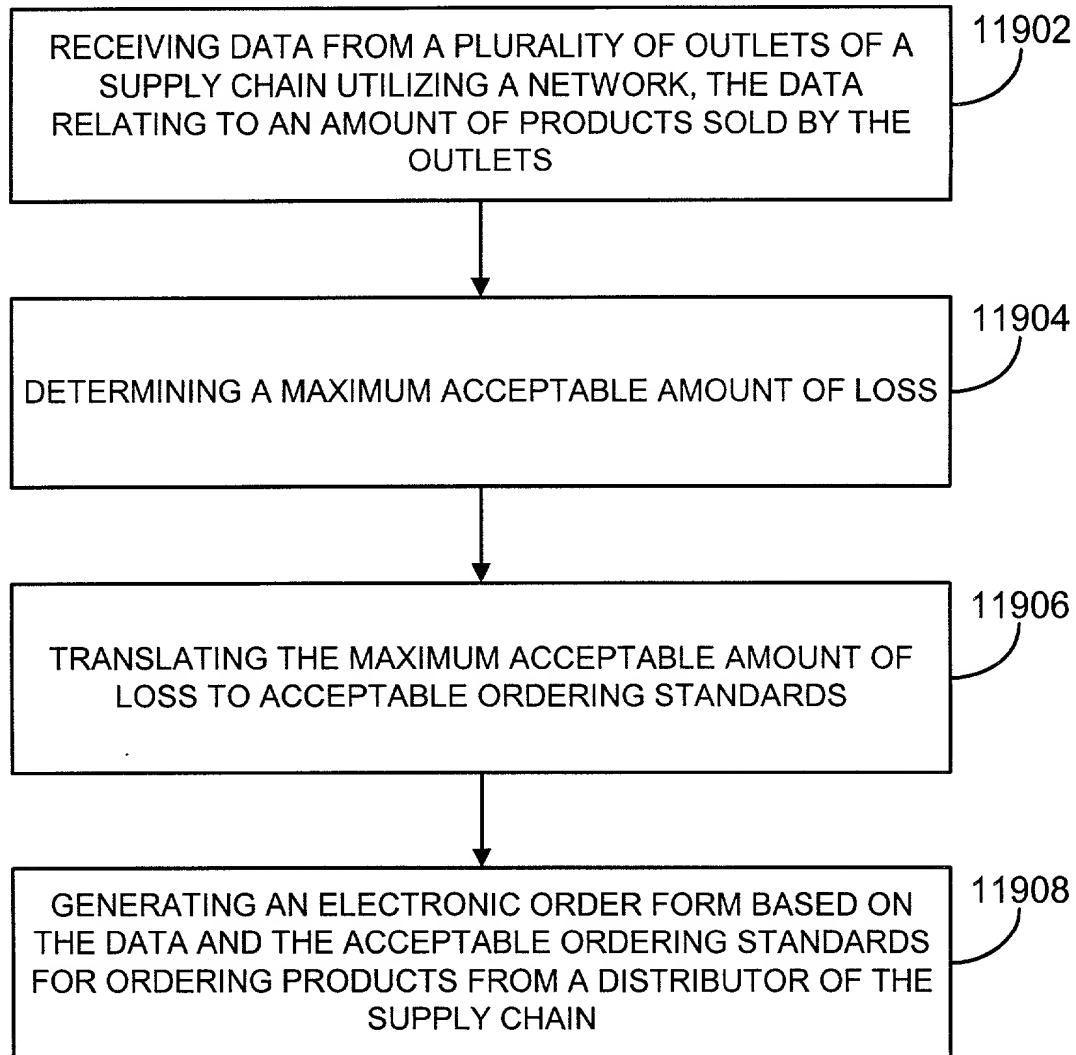
11800



**FIG. 118**

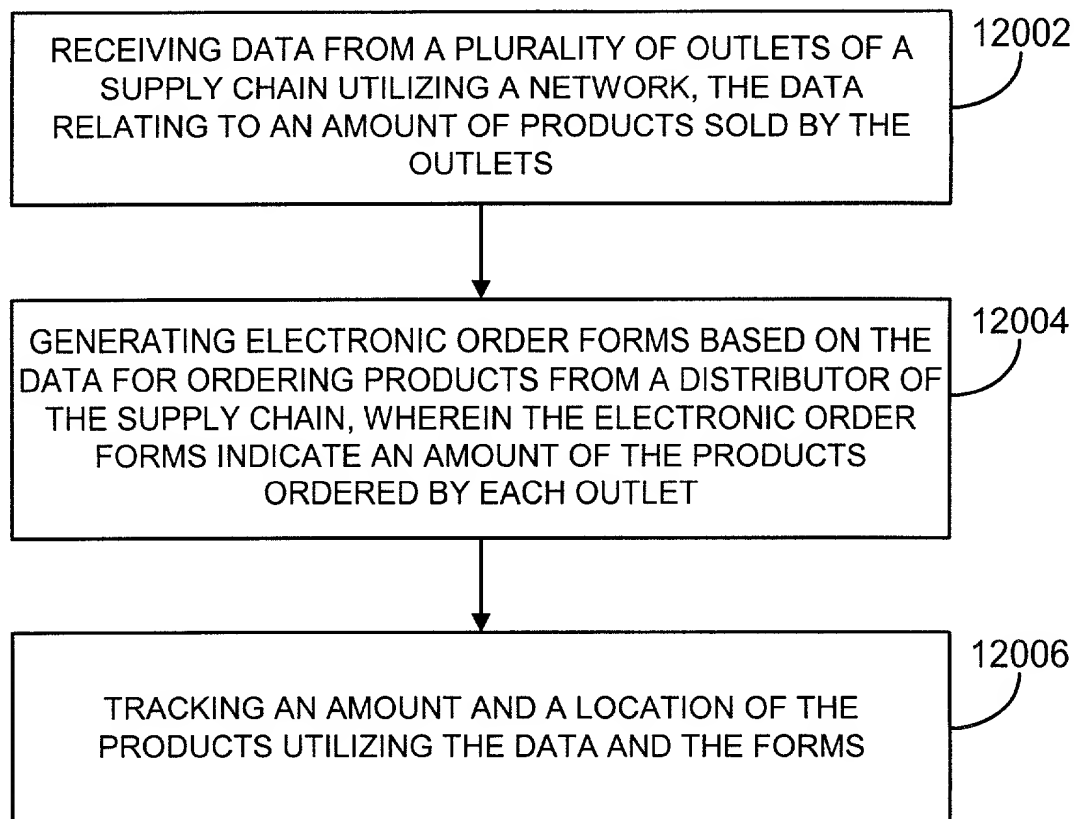


11900



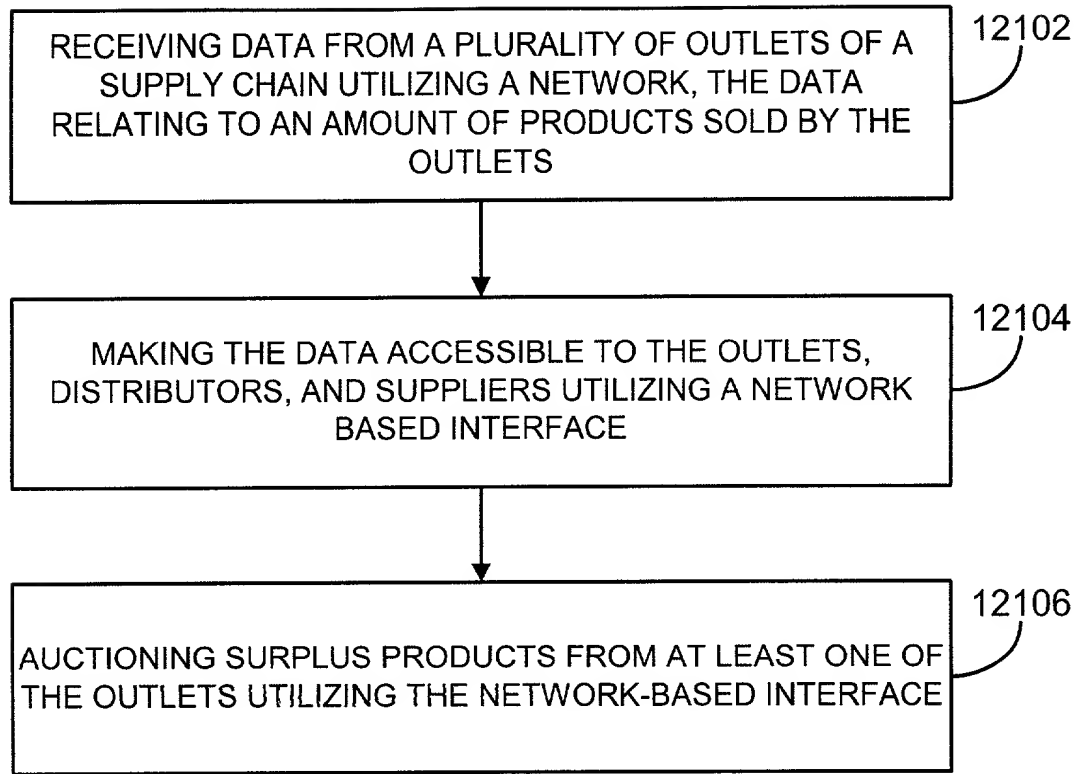
**FIG. 119**

12000



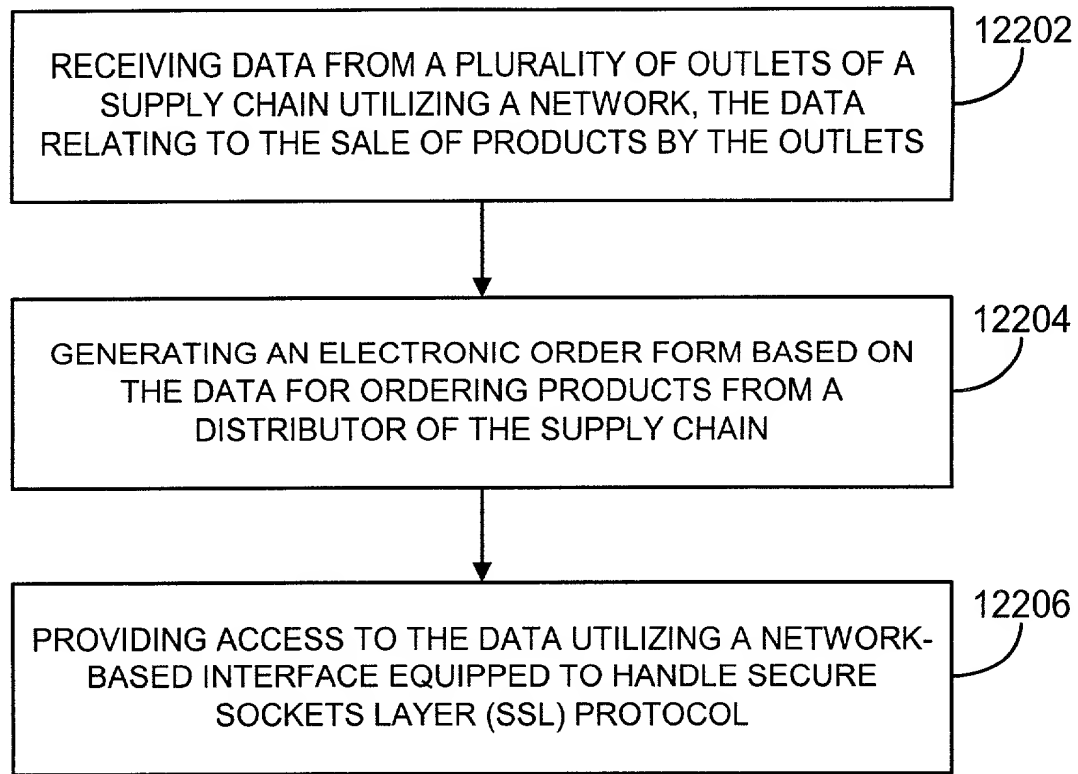
**FIG. 120**

12100



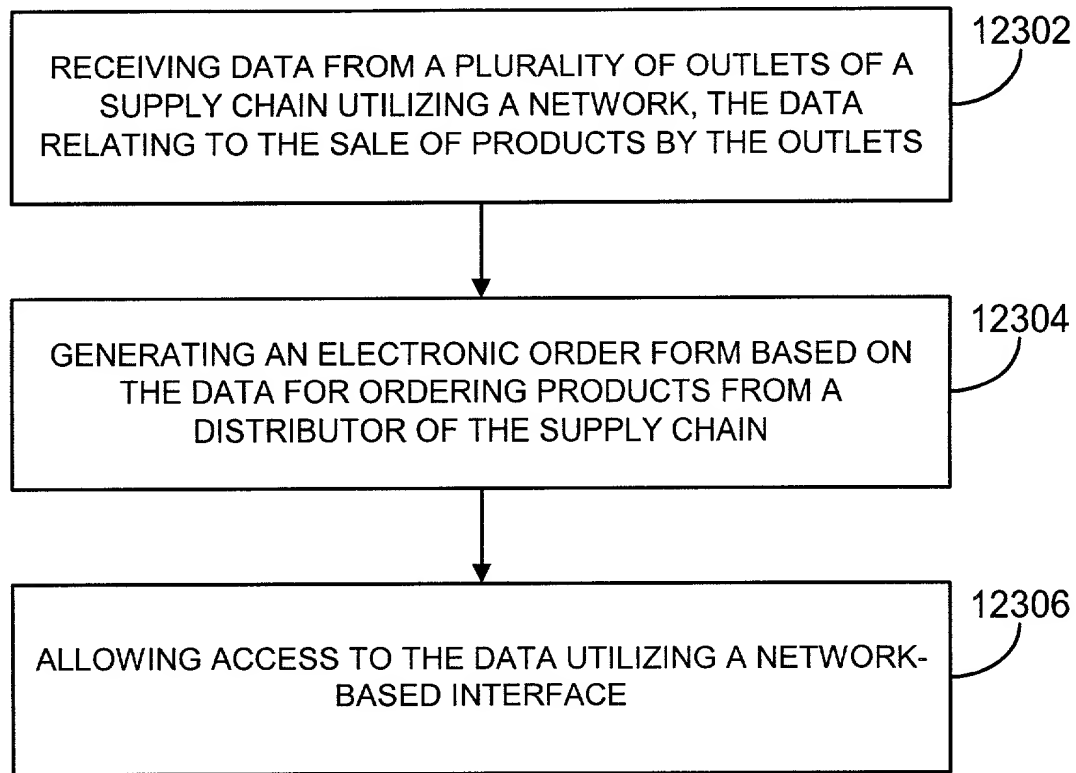
**FIG. 121**

12200



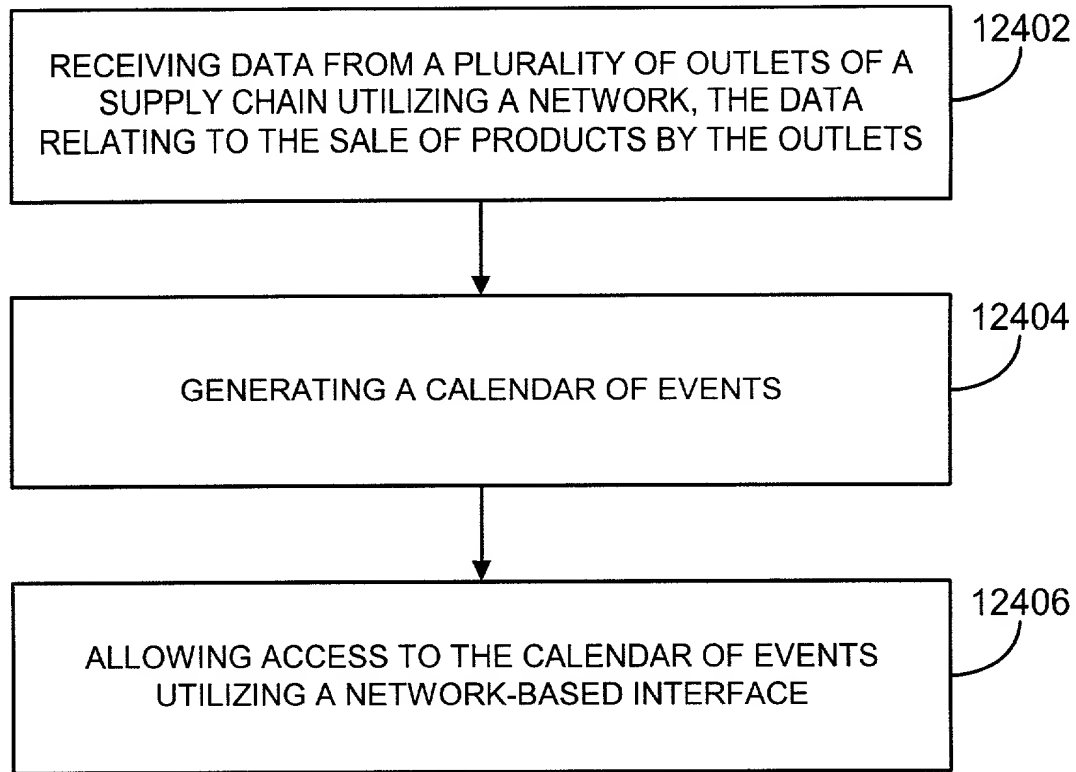
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

12500

12502

Supply Patronage Sales/Inv Utilities Window

Supplier... Least Cost Contract

Supplier Site...

Distributor...

DC...

Item Items...

FIG. 125

12600

12602

Sort Print New

FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

FIG. 127

12800



### Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

**FIG. 128**



12900



FIG. 129

13000

|                     |   |                         |          |
|---------------------|---|-------------------------|----------|
| Supplier Item Desc: |   | Item No:                |          |
| Current:            | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty:                |          |
| Items per Case:     | 5000  | High Qty:               |          |
| Innerpack Contents: | 5/1000  | Cases Per Pallet:       |          |
| Item Size:          |   | Stacking Allowed:       |          |
| Case Length:        |   | Universal Product Code: |          |
| Case Width:         |   | Cases Per Truckload:    | 1350     |
| Case Depth:         |   | Net Weight:             | 39.00    |
| Case Dimension U/M: | INCH(S)   | Gross Weight:           | 39.00    |
| Item Cube:          | 0.95 CUBIC FEET   | Weight U/M:             | POUND(S) |
| Item Shelf Life:    |   | Bar Code:               |          |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

|                         |                               |                                      |
|-------------------------|-------------------------------|--------------------------------------|
| <b>Site Information</b> | <b>Site Id:</b> 17355         | <b>Site Role:</b> FOB Shipping Point |
| <b>Site Name:</b>       | TYSON FOODS - NEW HOLLAND, PA |                                      |

13102

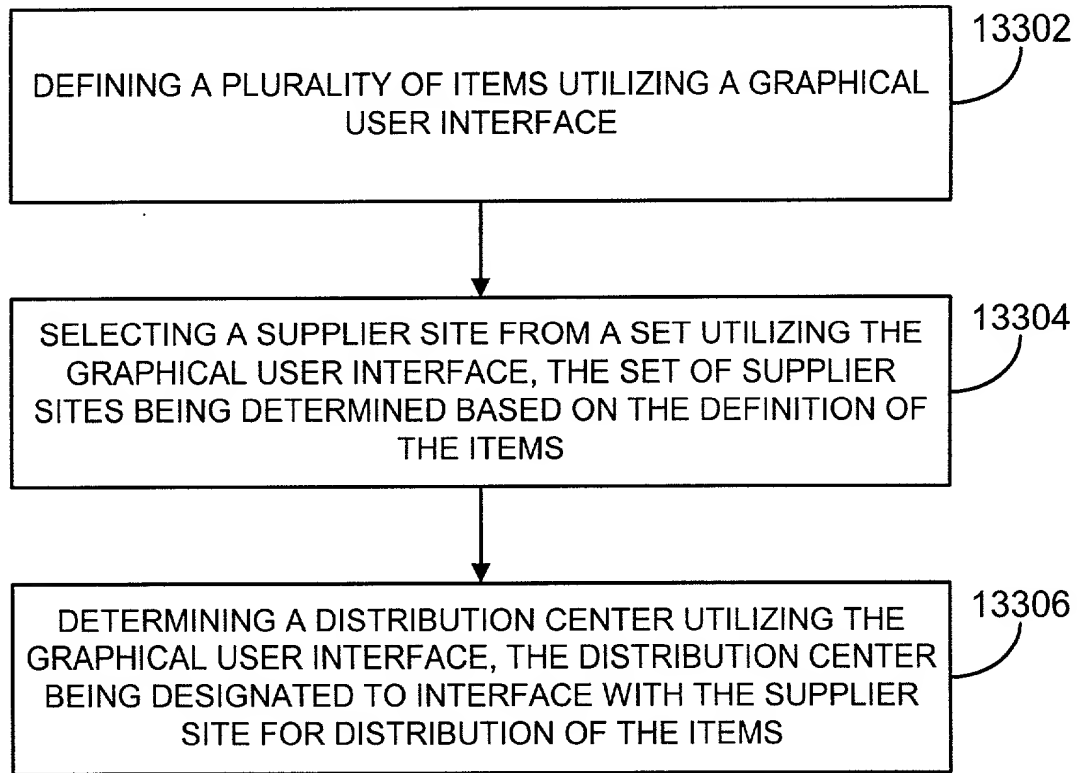
FIG. 131

13200

|                         |                            |                           |
|-------------------------|----------------------------|---------------------------|
| <b>Site Information</b> | <b>Site Id:</b> 16         | <b>FOB Shipping Point</b> |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY | <b>Railroad Name:</b>     |
| <b>Status:</b>          | Active                     | <b>Rail Sidings:</b>      |

FIG. 132

13300



**FIG. 133**

13400

|                 |                                       |                           |                                     |           |        |        |  |
|-----------------|---------------------------------------|---------------------------|-------------------------------------|-----------|--------|--------|--|
| Item:           | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin:                    | 7/1/96                              | End:      | 9/1/96 | Final: |  |
| Override Rules: |                                       | <input type="radio"/> Yes | <input checked="" type="radio"/> No | Apply By: | Cell   |        |  |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137



14000

| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

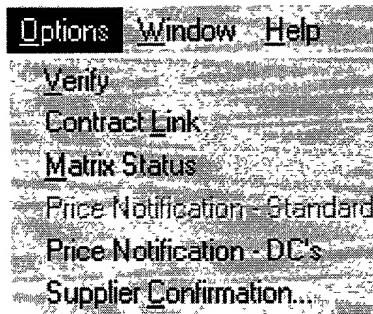
13900

| Min Ordr | UM           | Slip   | Deliv. |
|----------|--------------|--------|--------|
| 1        | TRUCKLOAD(S) | Pallet |        |
| 1        | TRUCKLOAD(S) | Pallet |        |

14200



14100

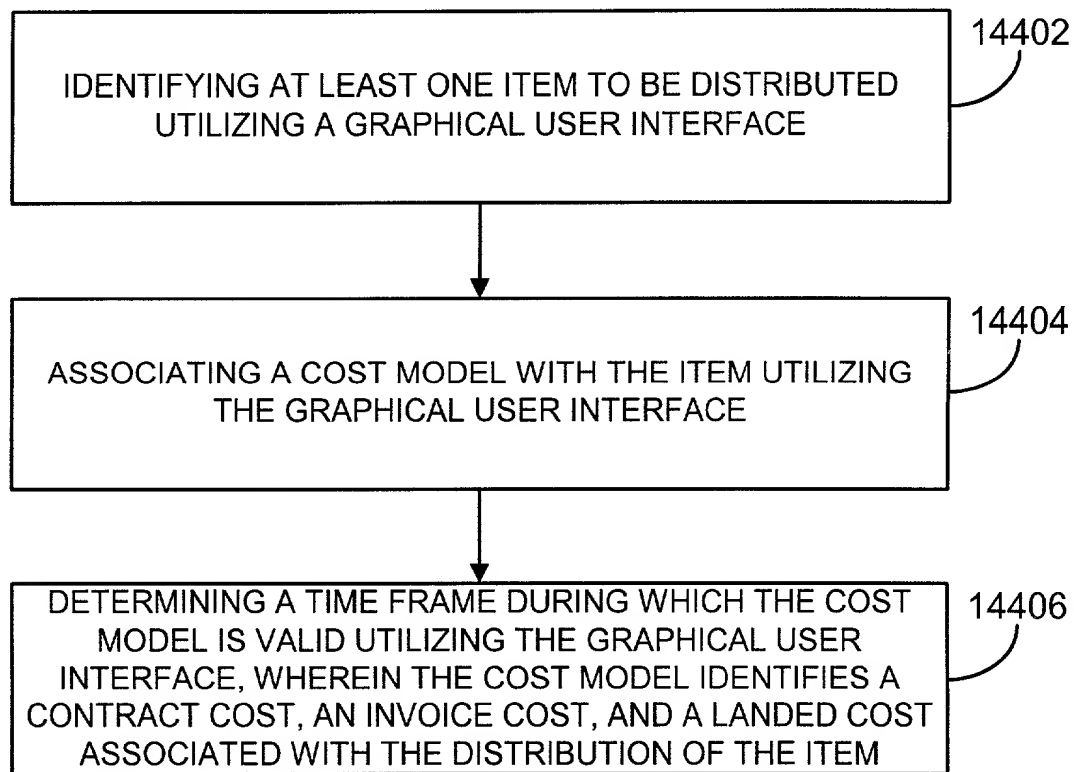


14300

|                           |  |           |
|---------------------------|--|-----------|
| <b>Cost</b>               | <b>Edit / View ...</b>                   | <b>F3</b> |
| <b>Commodities</b>        | <b>New (using previous matrix) ...</b>   | <b>F4</b> |
| <b>Vendor Rating</b>      | <b>New (build matrix) ...</b>            | <b>F5</b> |
| <b>Contact Management</b> | <b>Multi Item Price Notification ...</b> |           |

**FIG. 143**

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item<br>Description     | Cost Matrix<br>End Date      | Contract<br>End Date                     | No End<br>Date                |
|-------------------------|------------------------------|--|-------------------------------|
| BEEF - 77%              | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ     | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

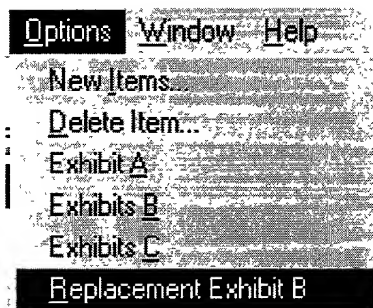


FIG. 152

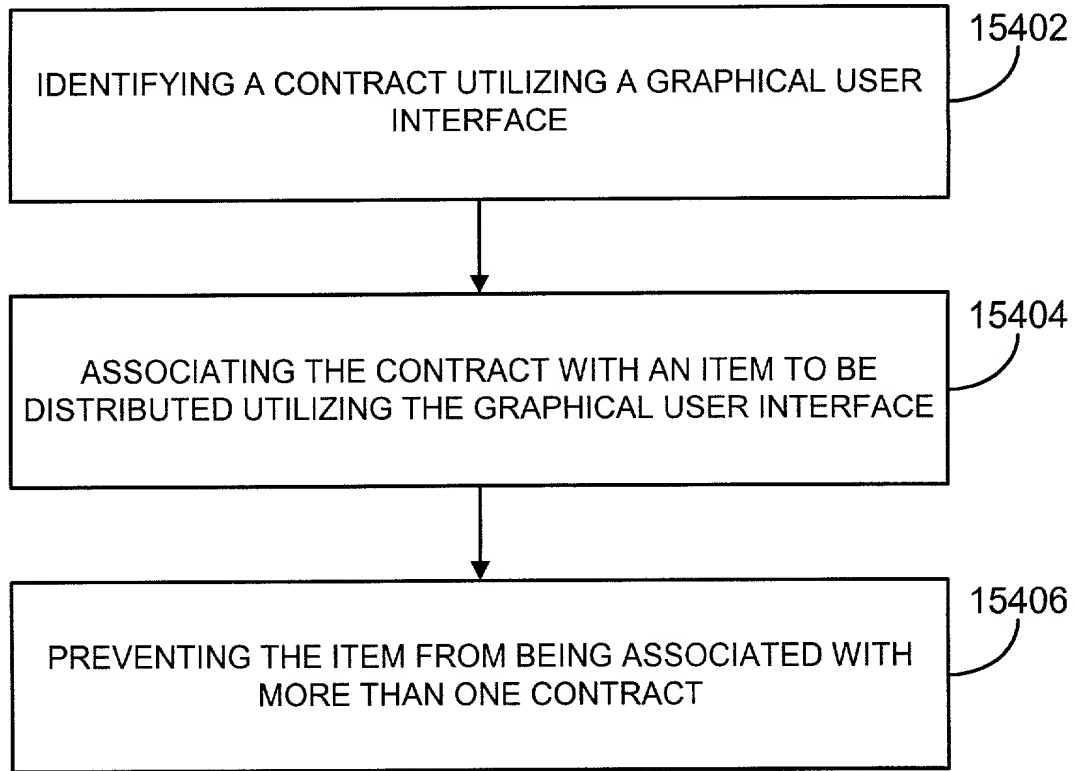
15300



FIG. 153



15400



**FIG. 154**

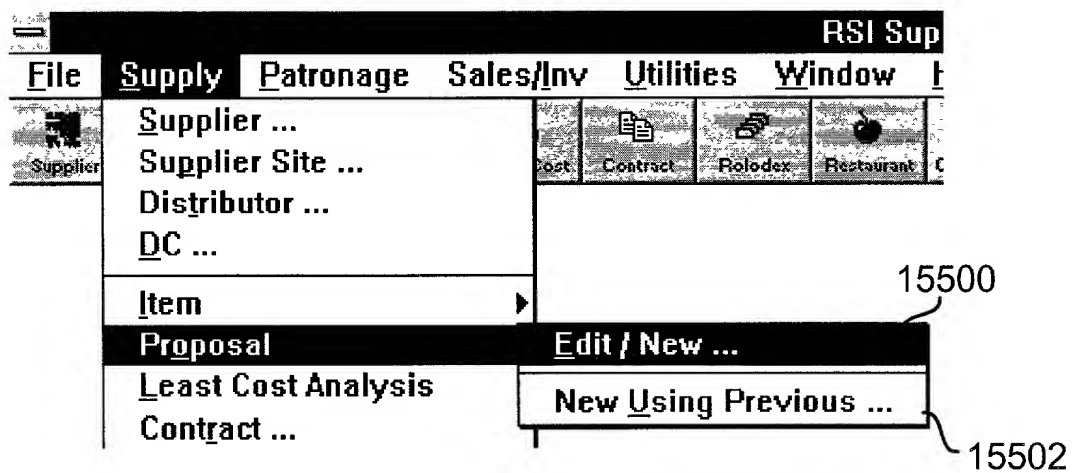


FIG. 155

| Proposal - Foam Hot Cups & Polystyrene Lids |                                  |  |                                      |
|---|----------------------------------|--|--------------------------------------|
| <b>Main Info</b>                            | Items                            | Suppliers  | DCs                                  |
| FQB Price                                   | DC/Rest                          | Usage  | Templates                            |
| <b>View Bid</b>                             |                                  |  |                                      |
| <b>Proposal Information</b>                 |                                  |  |                                      |
| <b>Proposal ID:</b>                         | 1021                             |  | <b>Proposal Due Date:</b> 06/12/97   |
| <b>Proposal Name:</b>                       | Foam Hot Cups & Polystyrene Lids |  | <b>Contract Begin Date:</b> 07/01/97 |
| <b>Buyer Name:</b>                          | Dennis Clabby                    |  | <b>Contract End Date:</b> 06/30/98   |
| <b>Actions</b>                              |                                  |  |                                      |
| #   | Date:                            | Action Description:  |                                      |
| 1   | 05/28/97                         | Sent this bid to Dart and also sent a request for information to WInCup. |                                      |

**FIG. 156**

[illegible]

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

| Item Description |  | Item Description       |
|------------------|--|------------------------|
| CUP-HOT          |  | LID-HOT 12/16 OZ (DRY) |
|                  |  | LID-HOT 8 OZ (DRY)     |
|                  |  |                        |
|                  |  |                        |
|                  |  |                        |
|                  |  |                        |
|                  |  |                        |

2 Rows Selected

FIG. 158

15800

**Proposal - Foam Hot Cups & Polystyrene Lids**

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description      |     |
|-----------------------|-----|
| CUP-HOT 12 OZ (PAPER) | DRY |
| CUP-HOT 16 OZ (PAPER) | DRY |
| CUP-HOT 8 OZ (PAPER)  | DRY |

15902

15904

15906

15908

| Item Description             |
|------------------------------|
| CUP-HOT 12 OZ (DRY)          |
| CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (DRY)           |
| LID-HOT 12/16 OZ (DRY)       |
| LID-HOT 8 OZ (DRY)           |

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component  |
|------------------|----------------------|
| MAYO-BULK        | Mayonaise Components |
|                  | (None Selected)      |
|                  | Generic FOB Pricing  |
|                  | Mayonaise Components |

FIG. 160

16100

| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.28      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

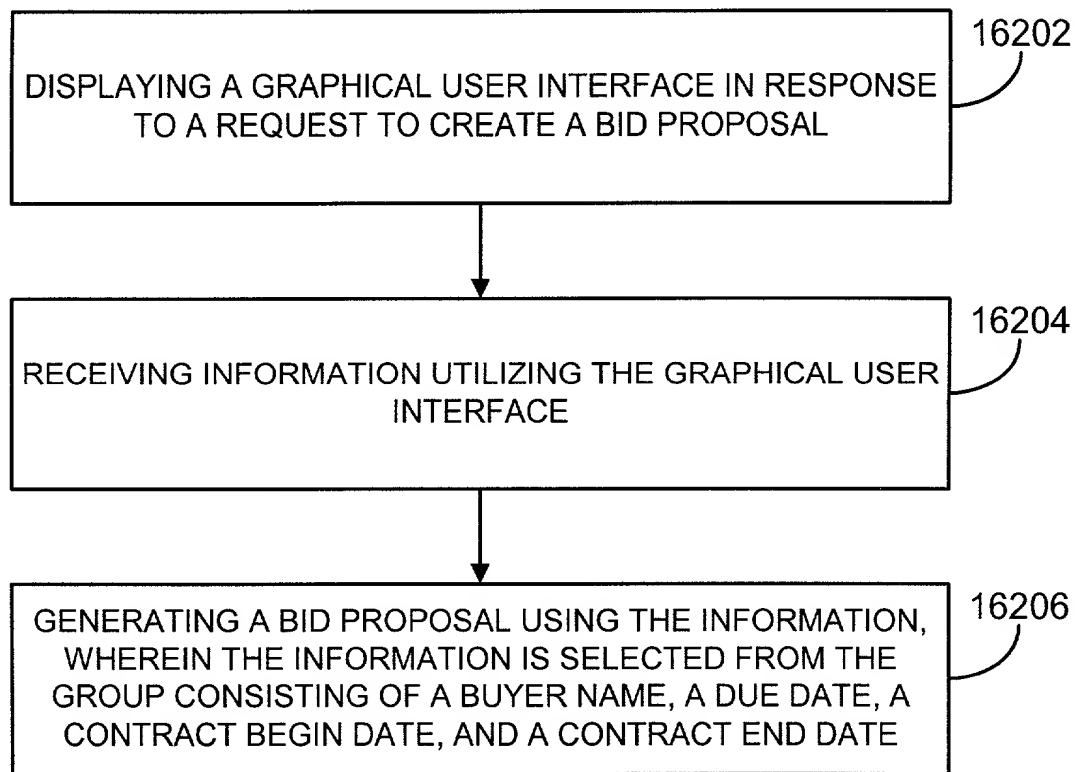
  

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |

FIG. 161

T02200-01351360

16200



**FIG. 162**

16400 16300 16300

16300



FIG. 163

16400

|                              | <i>Supply</i> | <i>MS<br/>Word</i> | <i>Editable<br/>Y/N</i> |
|------------------------------|---------------|--------------------|-------------------------|
| Bid Proposal Cover Letter    | ?             | ?                  | Y                       |
| General Terms and Conditions | ?             | ?                  | N                       |
| Usage Estimates              | ?             | ?                  | N                       |
| Supplier Facility Worksheets | ?             | ?                  | N                       |
| Item Information Worksheets  | ?             | ?                  | N                       |
| Sample Supply Agreement      | ?             | ?                  | N                       |
| BK Specification Request     | ?             | ?                  | N                       |
| FOB Price Component          | ?             | ?                  | N                       |
| Truckload Freight Worksheet  | ?             | ?                  | N                       |
| LTL Freight Worksheet        | ?             | ?                  | N                       |

FIG. 164



16500

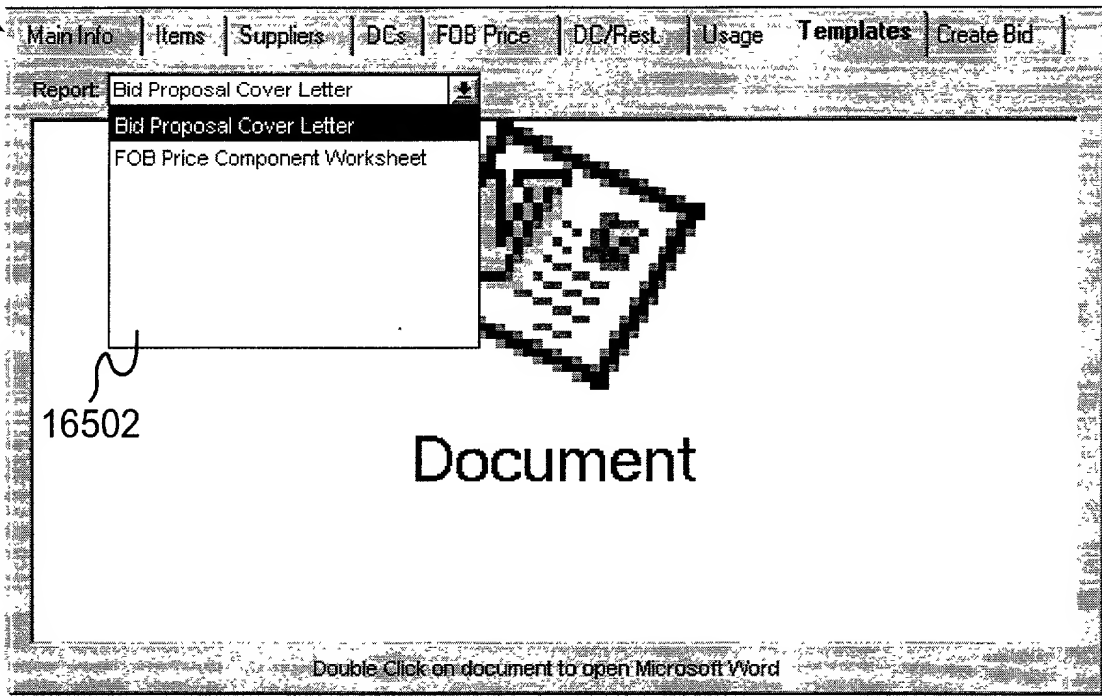


FIG. 165

16600

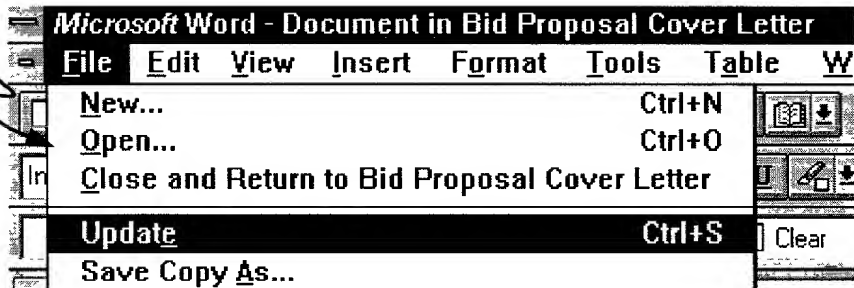


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents:

| General   | Cost  |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/>   | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/>  | Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
| Usage Estimates <input checked="" type="checkbox"/>             | LTL Freight Worksheet <input checked="" type="checkbox"/>         |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> |   |
| Item Information Worksheet <input checked="" type="checkbox"/>  |   |
| Sample Supply Agreement <input checked="" type="checkbox"/>     |   |
| BK Specification Request <input checked="" type="checkbox"/>    |   |

\* LTL Freight Worksheet will be printed by system if necessary

Blank Sheets

|   |
|---|
| Supplier Facility Worksheet <input checked="" type="checkbox"/>   |
| Item Information Worksheet <input checked="" type="checkbox"/>    |
| FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
| LTL Freight Worksheet <input checked="" type="checkbox"/>         |

FIG. 167

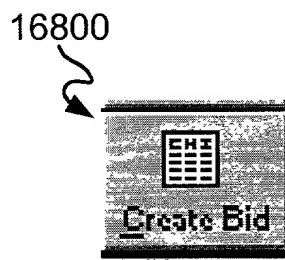


FIG. 168

16900

Report: Item Information Worksheet

7/2/97

Bid Proposal Cover Letter

FOB Price Component Worksheet

General Terms & Conditions

Item Information Worksheet

LTL Freight Worksheet

Sample Supply Agreement

Supplier Facility Worksheet

Supplier: (all)

Restaurant Services, Inc.

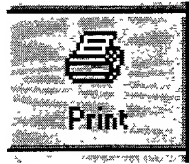
Item Information Worksheet

ATTY

DS

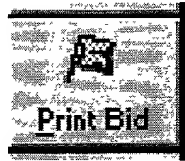
FIG. 169

17000



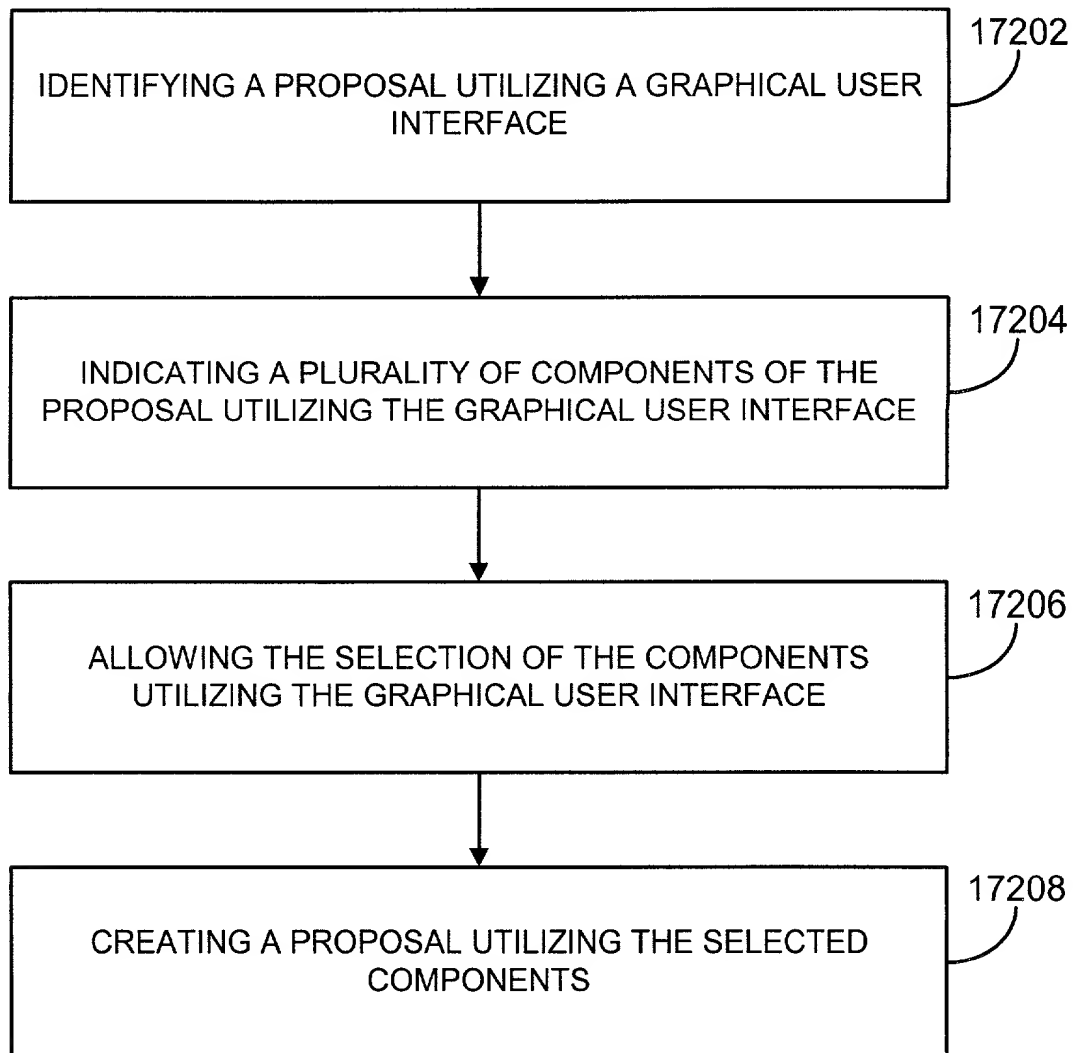
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**



17300

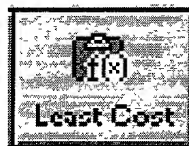


FIG. 173

17400

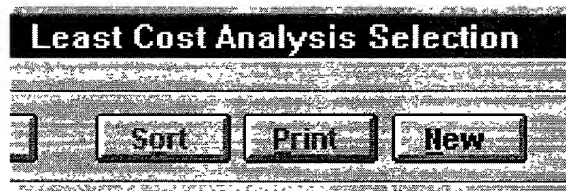


FIG. 174

17500

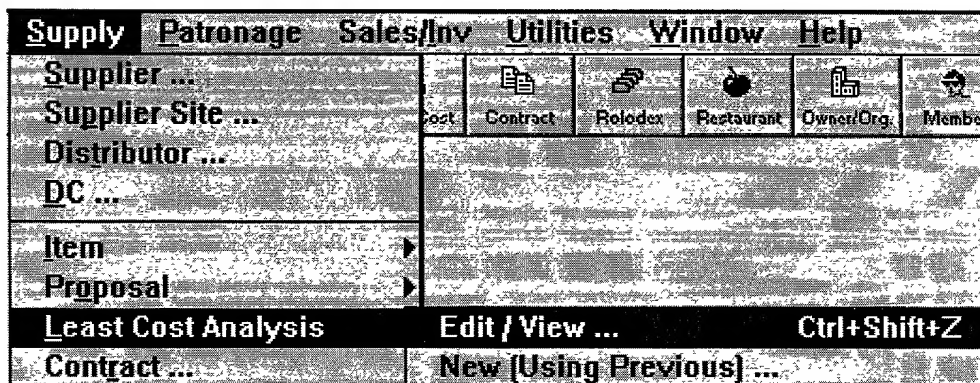



FIG. 175

FIG. 173

**Bid Proposal Name:** (None) 

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

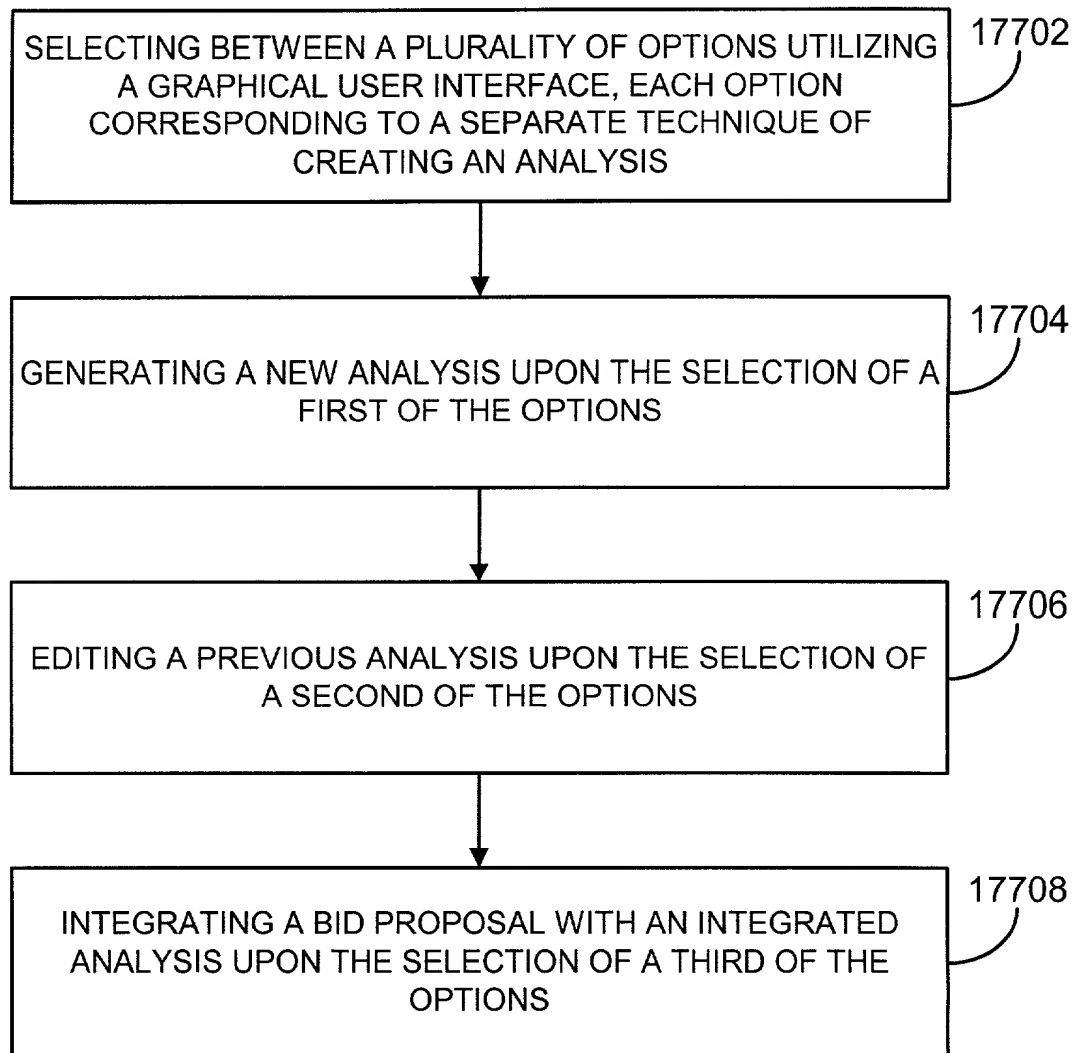
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600  
↪

FIG. 176

FIG. 176

17700



**FIG. 177**

17800

Analysis Name: Hash Brown Actual  
Analysis ID: 1036  
Buyer: Dennis Clabby  
Period of Agreement: 10/1/97 THRU 9/30/98  
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version  
What is the max # of FOB points to allocate to each DC? One FOB  
What is pricing method for this version? FOB + Freight  
What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000  
Override RDC Truckload Validation? No  
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179



18000

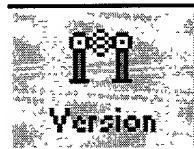


FIG. 180

18100

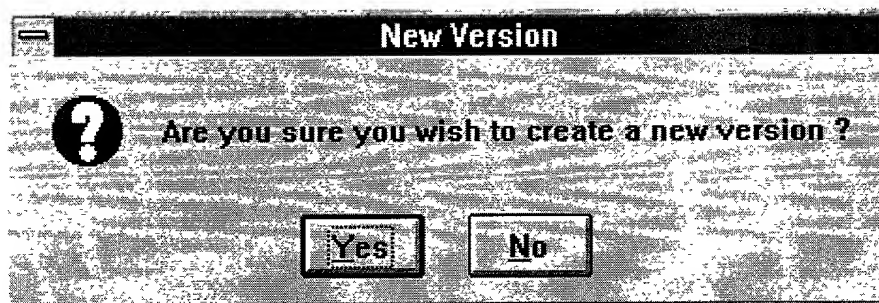
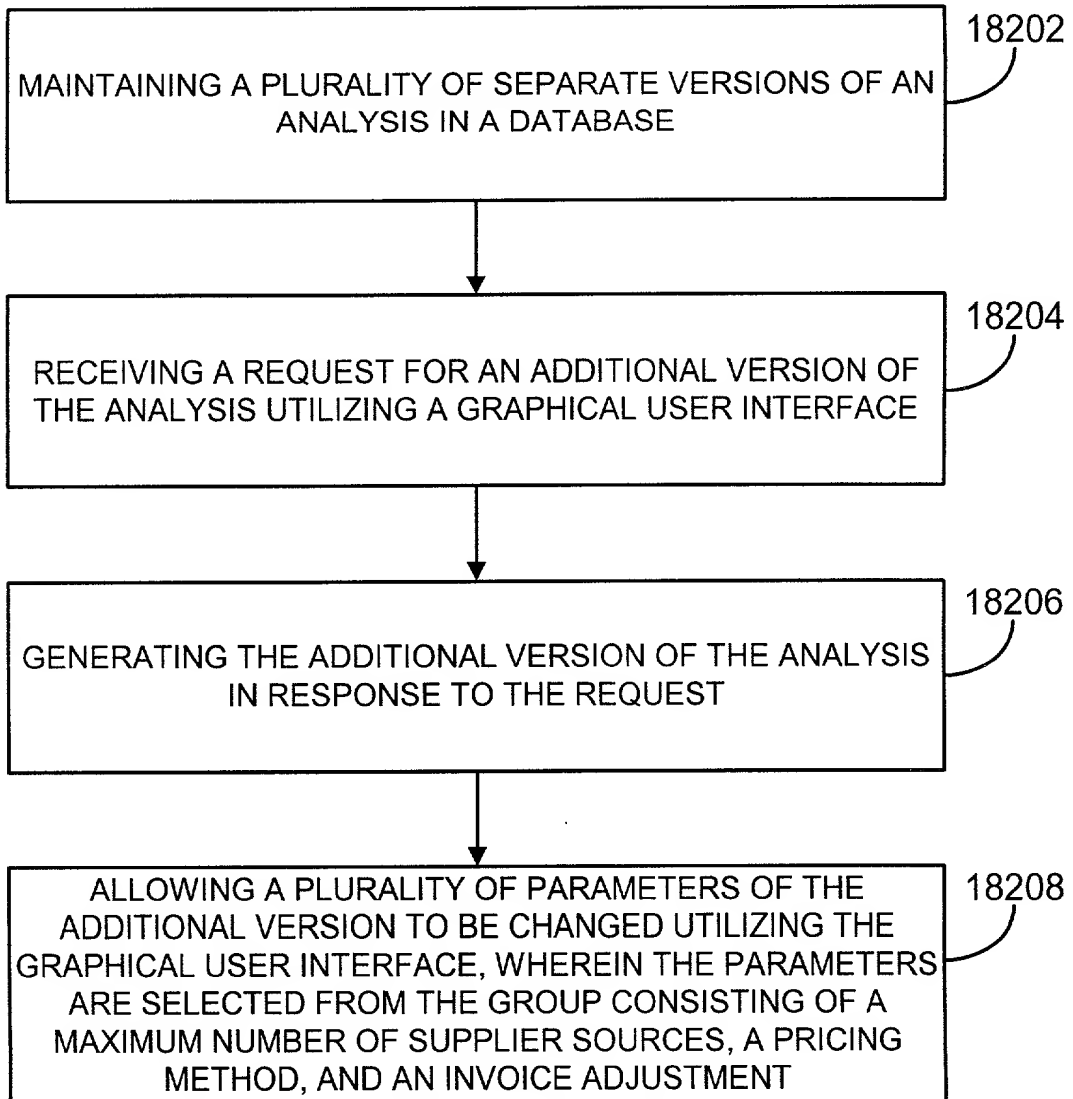


FIG. 181

18200



**FIG. 182**

18300

The screenshot shows a software interface with a top bar containing three buttons: "Search", "Query", and "Reset". Below this bar, the text "Query Values" is on the left and "7 Rows Selected" is on the right. The main area contains two tables. The left table, titled "Supplier FOB", has a header row and four data rows; the first data row contains the text "DOP". The right table, also titled "Supplier FOB", has a header row and four data rows containing the following text: "DOPACO-DOWNINGTOWN, PA", "DOPACO-KINSTON, NC", "DOPACO-ST. CHARLES, IL", and "DOPACO-STOCKTON, CA". Between the two tables are two buttons: ">" and ">>". A curved arrow points from the label "18300" to the ">>" button.

| Supplier FOB |
|--------------|
| DOP          |
|              |
|              |
|              |

| Supplier FOB           |
|------------------------|
| DOPACO-DOWNINGTOWN, PA |
| DOPACO-KINSTON, NC     |
| DOPACO-ST. CHARLES, IL |
| DOPACO-STOCKTON, CA    |

18302

FIG. 183

18400

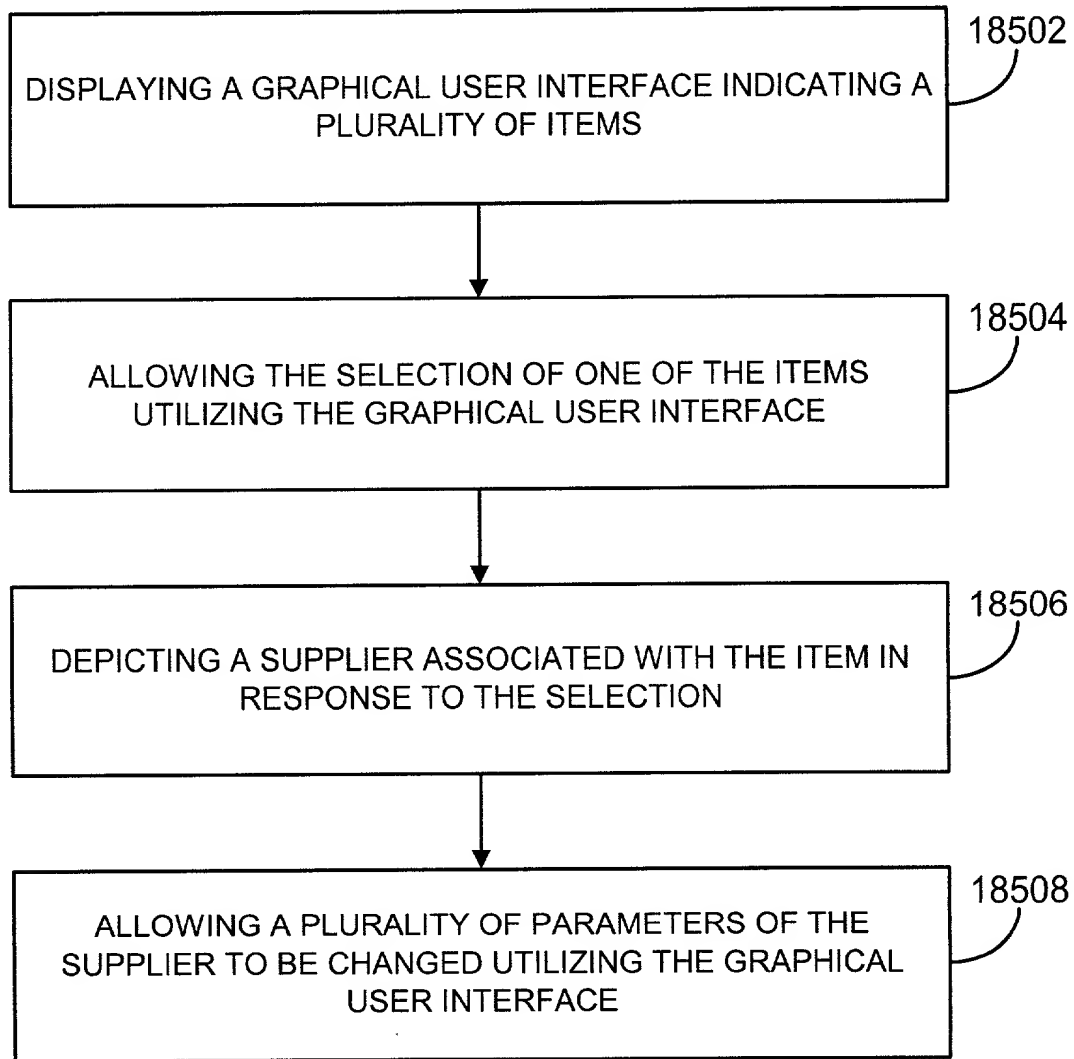
| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

18402

FIG. 184

FOOTNOTED ETSF500

18500



**FIG. 185**

18600

| Item Description | Supplier FOB           |
|------------------|------------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNINGTOWN, PA |

|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Contents: | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory Case Cube: | 3.43 CUBIC FEET   |
| Case Width:         | 15.125         | Cases Per Truckload: | 769   |
| Case Depth:         | 17.75          | Gross Weight:        | 29.28 POUND(S)  |
| Case U/M            | INCH(S)        | Net Weight:          | 27.28 POUND(S)  |

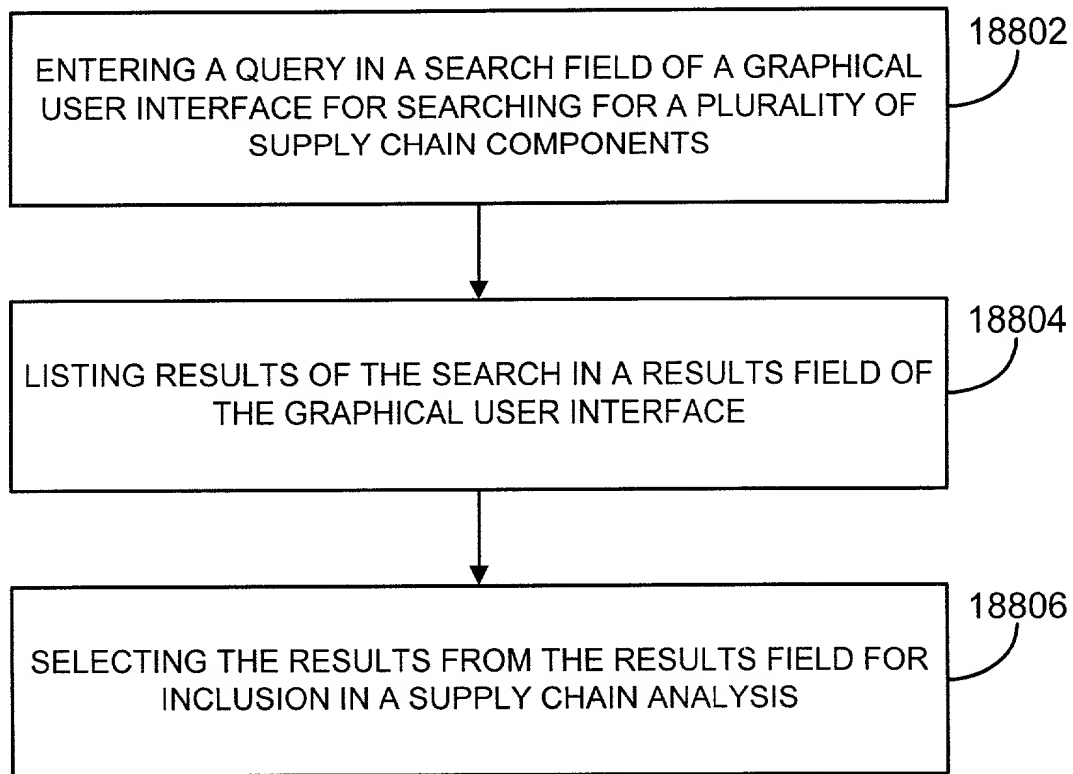
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

| Supplier                               | Terms | SLP/PLT    | Minimum     | Maximum     | Include   |   |
|--|-------|------------|-------------|-------------|---|---|
| CAVENDISH FARMS                        |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| J.R. SIMPLOT COMPANY                   |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |
| LAMB-WESTON, INC.                      |       | ↓ Pallet ↓ | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB                           |       |            | Minimum     | Maximum     | Include   |   |
| LAMB-WESTON, INC. - PASCO, WA          |       |            | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |
| LAMB-WESTON, INC. - RICHLAND, WA       |       |            | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |
| LAMB-WESTON, INC. - AMERICAN FALLS, ID |       |            | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |

FIG. 189

19000

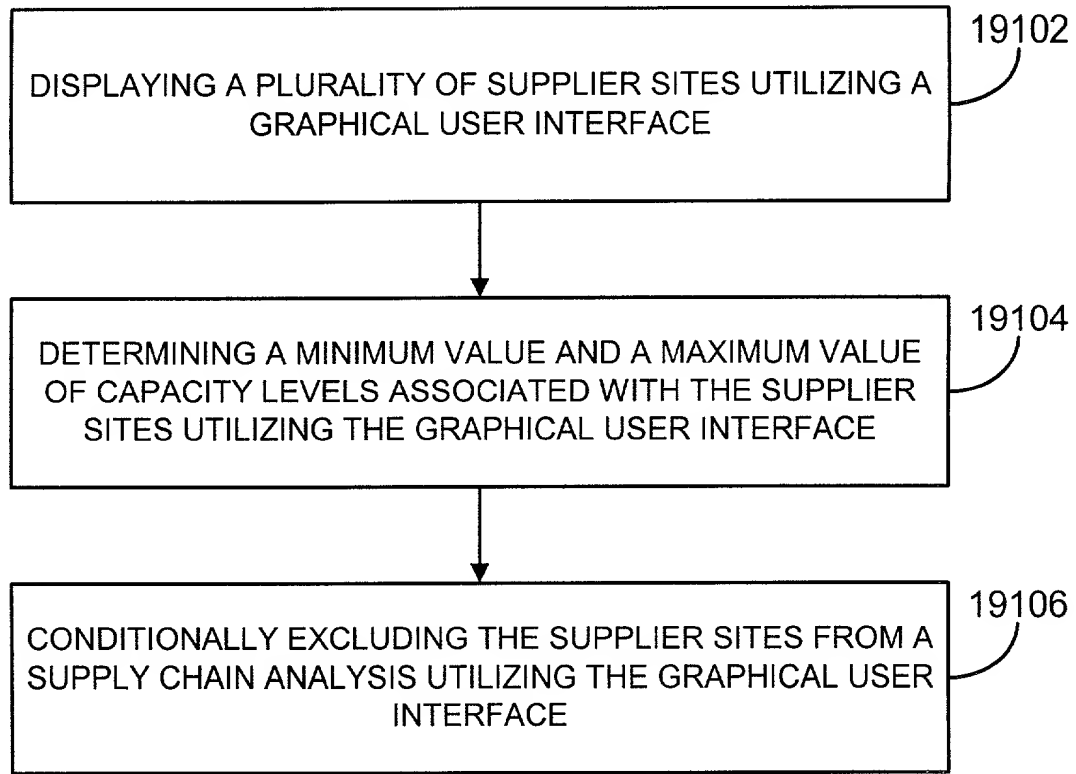
| Supplier                                  | Terms | SLP/PLT    | Minimum     | Maximum     | Include   |   |
|---|-------|------------|-------------|-------------|---|---|
| MCCAIN FOODS                              |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| NESTLE FOOD COMPANY                       |       | ↓ Pallet ↓ |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |
| ORE-IDA FOODS                             |       | ↓ Pallet ↓ | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB                              |       |            | Minimum     | Maximum     | Include   |   |
| MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND |       |            | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |   |
| MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE   |       |            | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |   |
| MCCAIN FOODS, INC. - OTHELLO, WA          |       |            | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |   |

FIG. 190

FIG. 189



19100



**FIG. 191**

TOTALS: 6,434,660

19200



| Supplier                    | # | Volume |  |
|-----------------------------|---|--------|--|
| HUDSON INDUSTRIES           | 0 |        |  |
| INTERNATIONAL DIVERSE FOODS | 0 |        |  |
| SUPERIOR COFFEE & FOODS     | 0 |        |  |

| Supplier FOB              | Item              | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8.4200   | 0 |        |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300   | 0 |        |

FIG. 192

19300

| Supplier                    | # | Volume |  |
|-----------------------------|---|--------|--|
| SSI FOOD SERVICES           | 0 |        |  |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |  |
| WHITEFORD FOODS             | 0 |        |  |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0028   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

FIG. 193

19400

| Supplier      | # | Volume  |  |
|---------------|---|---------|--|
| VENTURA FOODS | 0 |         |  |
| VENTURA FOODS | 1 | 100,000 |  |

| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

FIG. 194

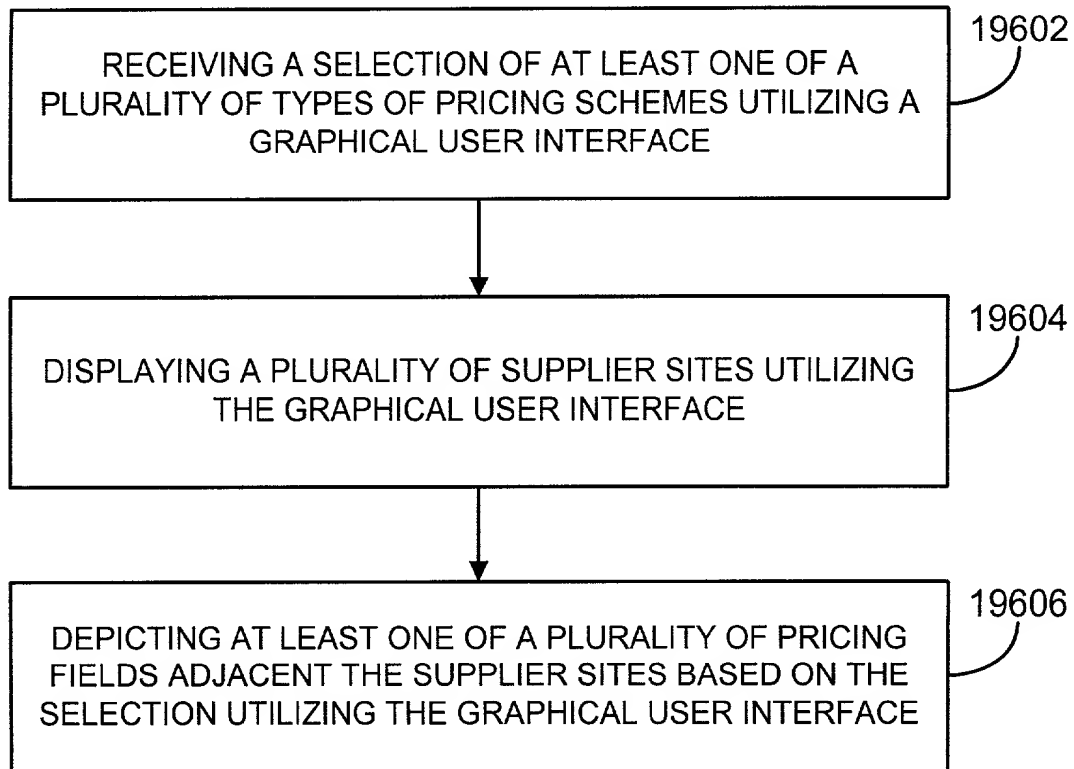
19500

| Item Description        |           | Supplier FOB                   |        |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED            |           | CAVENDISH-PRINCE EDWARD        |        |
| FRIES-COATED            |           | J.R. SIMPLOT COMPANY-HERMISTON |        |
| FRIES-COATED            |           | LAMB-WESTON, INC.-PASCO, WA    |        |
| Distribution Center     | Delivered | #                              | Volume |
| AMERISERVE-OMAHA, NE    | 0 3750    | 0                              | 0      |
| AMERISERVE-PLYMOUTH, MN | 0 3850    | 0                              | 0      |
| AMERISERVE-WAUKESHA     | 0 3670    | 0                              | 0      |
| FLEMING FOODS-KAPOLEI   | 0 4725    | 0                              | 0      |
| KING PROVISION-ATLANTA  | 0.3950    | 0                              | 0      |

FIG. 195

19500-2-29-00

19600



**FIG. 196**

19700

| Total Rest. Growth Amount    |                     | Usage Period         |                            |
|------------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702                |                     | 09/01/97 to 08/31/98 |                            |
| Distribution Center          | Current Rest. Count | Restaurant Growth %  | Projected Avg. Rest. Count |
| AMERISERVE POST-ALBUQUERQUE  | 27                  | 5.00%                | 28                         |
| AMERISERVE POST-DENVER       | 35                  | 5.00%                | 37                         |
| AMERISERVE POST-SALT LAKE UT | 2                   | 5.00%                | 2                          |
| AMERISERVE-OMAHA, NE         | 186                 | 5.00%                | 174                        |

FIG. 197

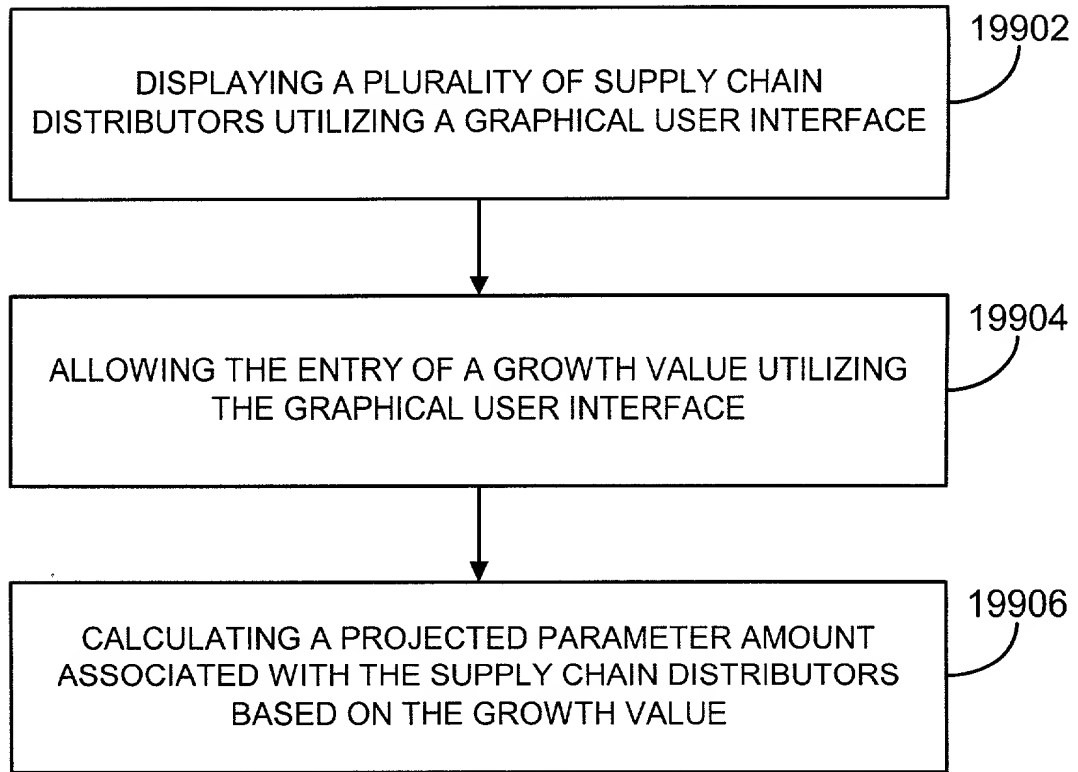
19800

| Item          | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | 0.00          |              |

| Distribution Center | Previous Usage | Projected Rest. Count | Cavg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198

19900



**FIG. 199**

20000

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center          | Lane Restriction             |                                |   | Honor TL Rate            |
|------------------------------|------------------------------|--------------------------------|---|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE  | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER       | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE UT | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE         | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN      | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200

20100

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center         | Lane Restriction                        |   |                                |
|-----------------------------|---|---|--------------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required | <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER      | <input checked="" type="radio"/> Solver | <input type="radio"/> Required            | <input type="radio"/> Excluded |

FIG. 201

20200


| Invalid Selection   |  |
|---|--|
|  | AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR. |
| <input type="button" value="OK"/>   |  |

FIG. 202



20300



DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A  
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20302



DESIGNATING A LANE RESTRICTION OF EACH OF THE  
DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER  
INTERFACE

20304



CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS  
IN A SUPPLY CHAIN ANALYSIS BASED ON THE  
DESIGNATION

20306

**FIG. 203**

20400

| Supplier FOB                         |                | Address |        |  |
|--------------------------------------|----------------|---------|--------|--|
| CAVENDISH FARMS                      | Dieppe         | NE      | E1A6X4 |  |
| J.R. SIMPLOT COMPANY-HERMISTON, OR   | Hermiston      | OR      | 99999  |  |
| LAMB WESTON, INC.-AMERICAN FALLS, ID | American Falls | ID      | 83211  |  |

| Distribution Center           | Truckload Freight | Lane Distance |  |
|-------------------------------|-------------------|---------------|--|
| AMERISERVE POST-ALBUQUERQUE   | 1,617             |               |  |
| AMERISERVE POST-DENVER        | 1,277             |               |  |
| AMERISERVE POST-SALT LAKE, UT | 691               |               |  |

FIG. 204

20500

| Supplier FOB                  |              | Address |       |  |
|-------------------------------|--------------|---------|-------|--|
| O.K. FOODS-FORT SMITH, AR     | Fort Smith   | AR      | 72904 |  |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR      | 72638 |  |
| TYSON FOODS-RUSSELVILLE, AR   | Russelville  | AR      | 72801 |  |

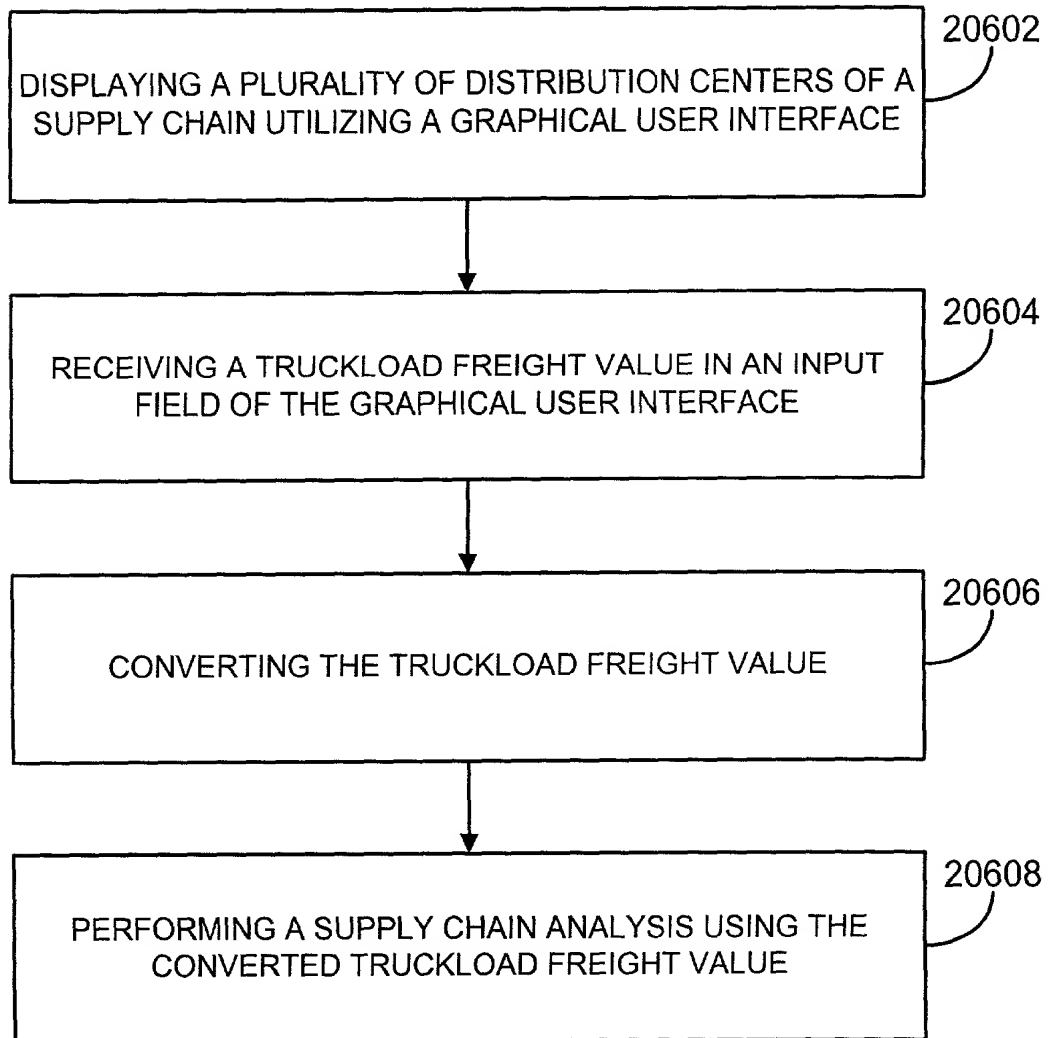
  

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,001 LBS |  |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|------------|--|
| PS-ATLANTA          | 15,000 |             |                |                    |                     | 1.10                 |            |  |
| PS-BURLINGTON       | 15,000 | 400.00      |                |                    |                     | 1.20                 |            |  |

FIG. 205

FIG. 204-20500

20600



**FIG. 206**

FIG. 207

20700



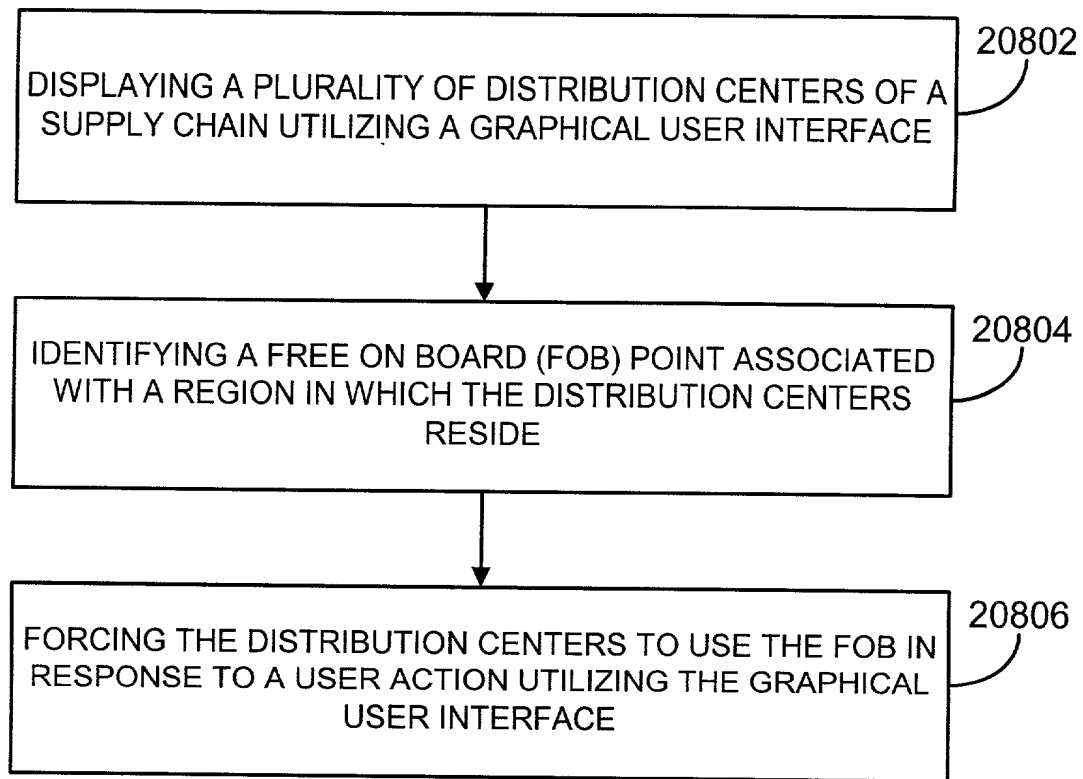
| Analysis Region               | Force FOB   |
|-------------------------------|---|
| MCCABE-PORTLAND/RNW-ANCHORAGE | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Distribution Center Name      | Site Role             |
|-------------------------------|-----------------------|
| MCCABE QUALITY FOODS-PORTLAND | Corporate & FOB Point |
| RESTAURANT'S NW-ANCHORAGE     | Corporate & FOB Point |

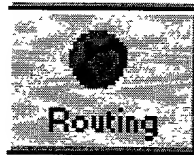
FIG. 207

20800



**FIG. 208**

20900



**FIG. 209**

21000

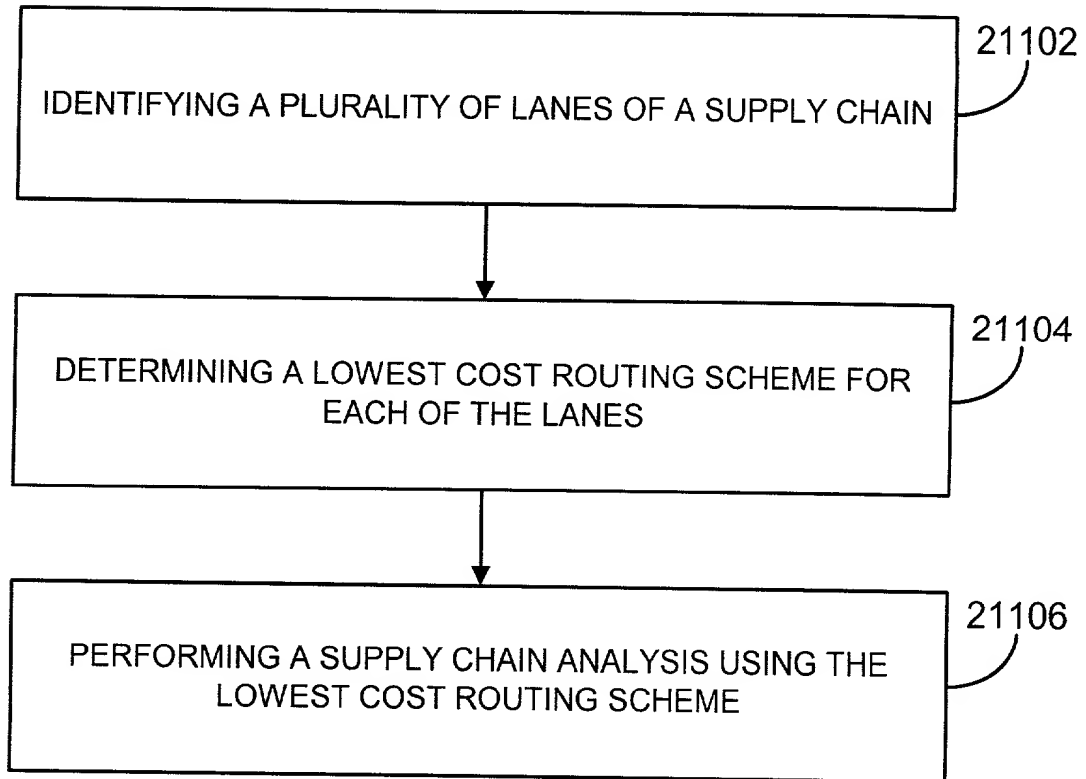
| Report Selection         |                              |
|--------------------------|------------------------------|
| Report Type:             | Report Name:                 |
| Optimal Product Routing  | Freight Information Provided |
| <b>Report Parameters</b> |                              |
| Supplier:                | (All)                        |
| Supplier FOB:            | (All)                        |
| Distribution Center:     | (All)                        |
| Version:                 | Base Version                 |

|   |   |
|---|---|
| Freight Information Provided                  | ↓ |
| Freight Information Provided                  | ↑ |
| LTL Routing Grid By Lane                      |   |
| Routing Results By Lane                       |   |
| Routing Results By Lane, Item                 |   |
| Routing Results w/ RDC Breakout By Lane       |   |
| Routing Results w/ RDC Breakout By Lane, Item |   |
| TL Freight Variance Analysis                  |   |

**FIG. 210**

FIG. 209

21100



**FIG. 211**

21200



FIG. 212

21300



21302

**Report Selection**

| Report Type:            | Report Name:                    |
|-------------------------|---------------------------------|
| Awarded Volume          | Awarded Volume by Item - Detail |
| Awarded Volume          |                                 |
| Comparison Reports      |                                 |
| Cost Matrix Preview     |                                 |
| Optimal Product Routing |                                 |
| Tab Reports             |                                 |
|                         | ew Capacity & Prices            |

FIG. 213



21400

Awarded Volume by Item - Detail  
 Awarded Volume by Item - Detail  
 Awarded Volume by Item - Freight  
 Awarded Volume by Item - Summary  
 Competing DC Freight Analysis by Item  
 Lane Assignment Matrix  
 Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)  
 Assigned Volume Percentages (with conversion)  
 Invoice FOB Detail Comparison (no conversion)  
 Invoice FOB Detail Comparison (with conversion)  
 Invoice FOB Savings Comparison (no conversion)  
 Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

|                    |   |
|--------------------|---|
| Report Type:       | Report Name:                                |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

**FIG. 216**

21700

|   |
|---|
| Report Name:                                  |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

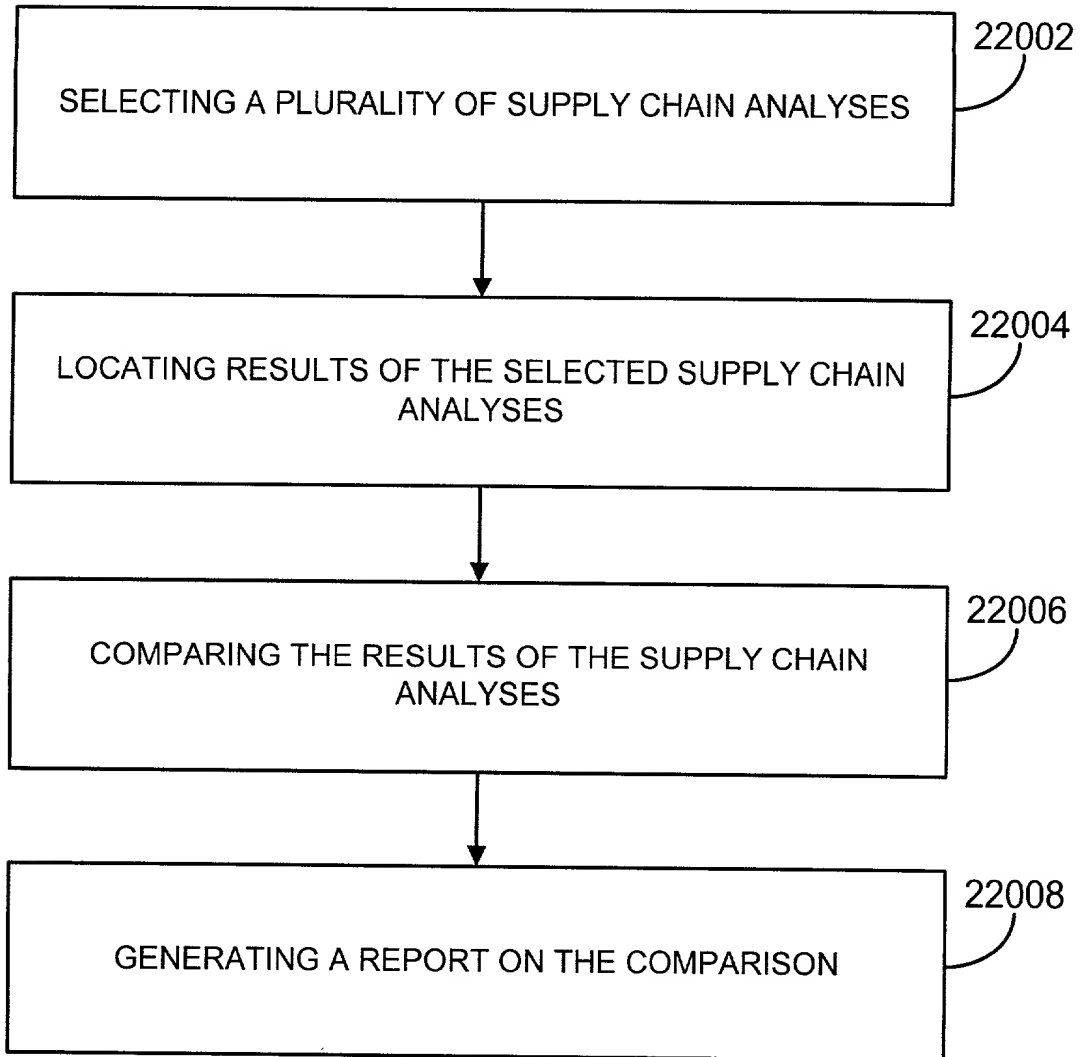
FIG. 218

21900



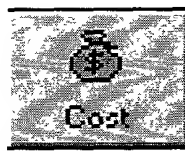
FIG. 219

22000



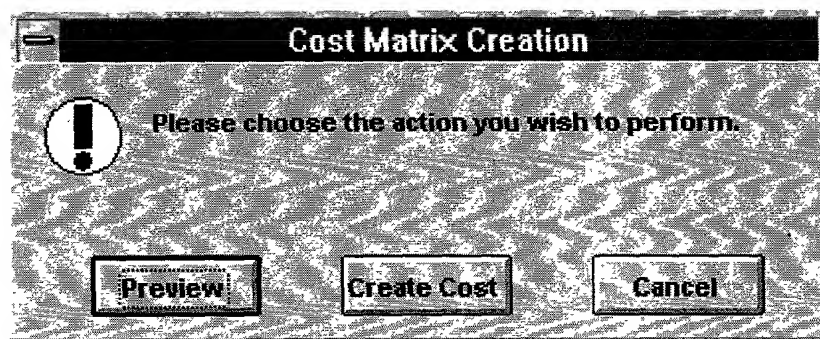
**FIG. 220**

22100



**FIG. 221**

22200



**FIG. 222**

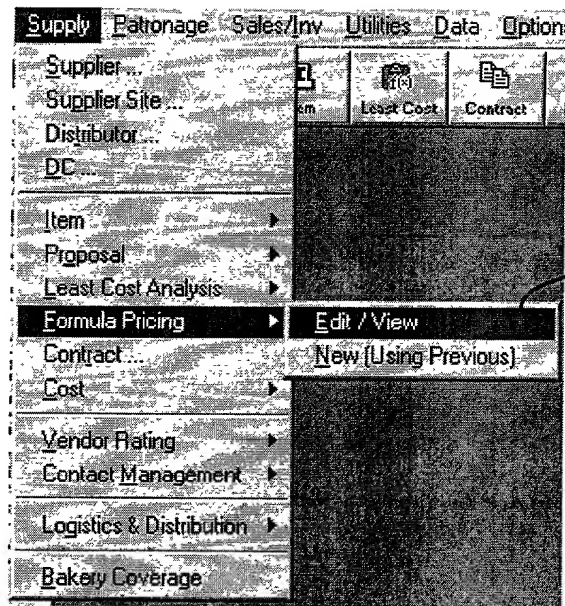


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

| Date     | FRSH<br>DOM 50%<br>TRIM | FRSH<br>DOM 65%<br>TRIM | FRSH<br>DOM 73%<br>TRIM | FRSH<br>DOM 75%<br>TRIM | FRSH<br>DOM 80%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 90%<br>LEAN BL | FRSH<br>DOM 90%<br>LEAN | FRSH<br>DOM 90%<br>LEAN YW | FRZN<br>DOM 90%<br>LEAN BL | IMP AUS<br>90% LEAN | Lean<br>Fine Txd<br>Beef |
|----------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|--------------------------|
| 03/23/98 | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                  | 0.9900                     | 0.9950                  | 1.0000                     | 0.9500                     | 0.9500              | 0.7960                   |
| 03/24/98 | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9400                     | 0.9600              | 0.8400                   |
| 03/25/98 | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                  | 1.1000                     | 1.1500                  | 1.2000                     | 0.9500                     | 0.9300              | 0.9200                   |
| 03/26/98 | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                  | 1.2000                     | 1.2500                  | 1.3000                     | 0.9600                     | 0.9500              | 1.0000                   |
| 03/27/98 | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9550                     | 0.9800              | 0.8400                   |
| 03/30/98 | 0.8800                  | 0.9300                  | 0.9441                  | 0.9700                  | 0.9318                  | 0.9900                  | 0.9995                     | 0.9998                  | 1.0000                     | 0.9870                     | 0.9650              | 0.7998                   |
| 03/31/98 | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.1250                  | 1.1500                     | 0.9550                     | 0.9870              | 0.9000                   |
| 04/01/98 | 0.8700                  | 0.9200                  | 0.9383                  | 0.9650                  | 0.9224                  | 0.9800                  | 1.2000                     | 1.2300                  | 1.2600                     | 0.9630                     | 0.9630              | 0.9840                   |
| 04/02/98 | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                  | 1.0000                     | 1.0250                  | 1.0500                     | 0.9540                     | 0.9870              | 0.8200                   |
| 04/03/98 | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.0750                  | 1.0500                     | 0.9580                     | 0.9870              | 0.8600                   |
|          | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                  | 1.0690                     | 1.0850                  | 1.1210                     | 0.9572                     | 0.9658              | 0.8760                   |

FIG. 225

22600

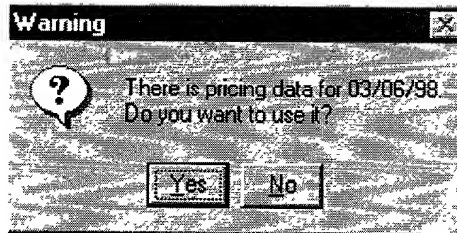


FIG. 226

22700

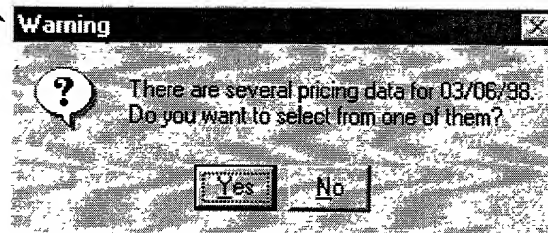


FIG. 227



22800

| Pricing ID | Calc. Date | Description          |
|------------|------------|----------------------|
| 10         | 03/08/98   | Beef Pricing 3/8/98  |
| 11         | 03/23/98   | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

| Supplier FOB                       |  | Address                   |
|------------------------------------|--|---------------------------|
| AMERICAN FOOD SERVICE              |  | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA |  | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          |  | Manchester, NH 03108      |

| Material Type                  | Freight Amt. |
|--------------------------------|--------------|
| Fresh Domestic 50% Trim        | 0.0450       |
| Fresh Domestic 65% Trim        | 0.0000       |
| Fresh Domestic 73% Trim        | 0.0000       |
| Fresh Domestic 75% Trim        | 0.0000       |
| Fresh Domestic 80% Lean        | 0.0000       |
| Fresh Domestic 85% Lean        | 0.0000       |
| Fresh Domestic 90% Lean        | 0.0400       |
| Fresh Domestic 90% Lean-Blue   | 0.0000       |
| Fresh Domestic 90% Lean-Yellow | 0.0000       |
| Frozen Domestic 90% Lean       | 0.0000       |
| Imported Australia 90% Lean    | 0.0150       |

FIG. 229

00415913-03201

23000

Formula Pricing - BEEF - 77% - 04/06/98

| General Info |        | Pricing |        | Freight |        | Formulas |        | Block Cost |        | Adjustments |        | Total  |        |
|--------------|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|
| Formula      | Pct.   | Cost    | Pct.   | Cost    | Pct.   | Cost     | Pct.   | Cost       | Pct.   | Cost        | Pct.   | Cost   | Total  |
| AFS-1        | 0.3120 | 0.2871  |        |         |        |          |        |            | 0.1880 | 0.2131      | 0.4000 | 0.3924 | 0.9846 |
| DIV-1        | 0.1400 | 0.1295  | 0.2680 | 0.1949  | 0.1400 | 0.1368   |        |            | 0.2000 | 0.2190      | 0.3200 | 0.3139 | 0.9941 |
| GS-1         | 0.3270 | 0.3042  |        |         |        |          |        |            | 0.1730 | 0.1972      | 0.3600 | 0.3549 | 0.9866 |
| S&C-1        | 0.2414 | 0.2200  |        |         |        |          | 0.2179 | 0.2026     | 0.2179 | 0.2153      | 0.2179 | 0.2386 | 0.9721 |
| SER-1        | 0.3250 | 0.2926  |        |         |        |          |        |            | 0.1750 | 0.1951      | 0.3650 | 0.3571 | 0.9684 |
| TEX-1        | 0.3090 | 0.2766  |        |         |        |          |        |            | 0.3410 | 0.3802      | 0.2500 | 0.2452 | 0.9916 |
| WHI-1        | 0.3250 | 0.2958  |        |         |        |          |        |            | 0.1750 | 0.1968      | 0.3650 | 0.3608 | 0.9765 |
| WIS-1        | 0.3325 | 0.2977  |        |         |        |          |        |            | 0.4875 | 0.5185      | 0.1000 | 0.0968 | 1.0018 |

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info

Pricing

Freight

Formulas

Block Cost

Adjustments

| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include?                            |
|---------|-------------------|-------|------------|--------|-----------|-------------------------------------|
| AFS-1   | 0.9840            | 0.99  | \$0.9990   | 0.1232 | \$1.1222  | <input checked="" type="checkbox"/> |
| DIV-1   | 0.9941            | 0.98  | \$1.0123   | 0.1669 | \$1.1792  | <input checked="" type="checkbox"/> |
| GS-1    | 0.9866            | 0.98  | \$1.0037   | 0.1287 | \$1.1324  | <input checked="" type="checkbox"/> |
| S&C-1   | 0.9721            | 1.00  | \$0.9721   | 0.1457 | \$1.1178  | <input checked="" type="checkbox"/> |
| SER-1   | 0.9684            | 0.99  | \$0.9831   | 0.1325 | \$1.1156  | <input checked="" type="checkbox"/> |
| TEX-1   | 0.9916            | 0.99  | \$1.0067   | 0.1232 | \$1.1299  | <input checked="" type="checkbox"/> |
| WHI-1   | 0.9765            | 0.98  | \$0.9839   | 0.1275 | \$1.1214  | <input checked="" type="checkbox"/> |
| WIS-1   | 1.0018            | 0.98  | \$1.0202   | 0.1334 | \$1.1536  | <input checked="" type="checkbox"/> |

FIG. 231



23200

Formula Pricing - BEEF - 77% - 04/06/98

| Formula | Raw Cost | Yield  | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1   | 0.9840   | 0.9850 | 0.9990    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1   | 0.9941   | 0.9820 | 1.0123    | 0.1669 | 0.1500      | 1.3292         |
| GS-1    | 0.9866   | 0.9830 | 1.0037    | 0.1287 | 0.0000      | 1.1324         |
| S&C-1   | 0.9721   | 1.0000 | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1   | 0.9684   | 0.9850 | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1   | 0.9916   | 0.9850 | 1.0067    | 0.1232 | 0.0000      | 1.1299         |

| Amount | Adjustment Desc |
|--------|-----------------|
| 0.1500 | Upcharge        |

FIG. 232



23300



23302

FIG. 233

23400

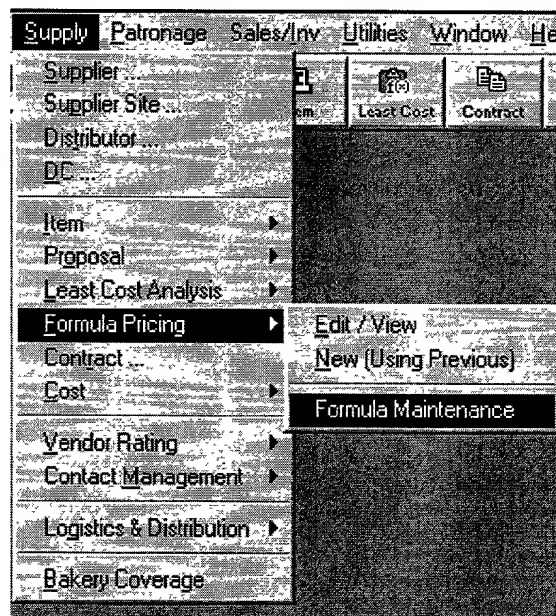


FIG. 234

23500

| Formula Maintenance     |                                    |                                 |            |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID              | Facility                           | Description                     | Short Name |
| 5                       | AMERICAN FOOD SERVICE              | American Food Service Formula A | AFS-1      |
| 7                       | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b                | DIV-1      |
| 8                       | GOOD SERVINGS PRODUCTS - NH        | Good Servings Formula 1         | GS-1       |
| Number of Rows: 14      |                                    |                                 |            |
| Material Type           |                                    | Begin Date                      | Percentage |
| Fresh Domestic 50% Trim |                                    | 10/03/1997                      | 31.2000%   |
| Fresh Domestic 73% Trim |                                    | 10/01/1996                      | 20.0000%   |
| Fresh Domestic 85% Lean |                                    | 10/01/1997                      | 5.0000%    |
| Fresh Domestic 90% Lean |                                    | 10/01/1997                      | 18.8000%   |
| Number of Rows: 6       |                                    | 100.0000%                       |            |

FIG. 235



23600

FIG. 236